A U.S. DEPARTMENT OF COMMERCE WEEKLY

International Commerce

May 20, 1968

U.S. share of world markets

International Trade Winds

Company News

INDUSTRIAL REFRIGERATION—Worthington Corp., Harrison, N.J., will supply refrigeration and auxiliary piping, control, and valve systems for three new farm-produce cold storage plants to be built in East Pakistan this year. The three facilities will be built by Worthington's distributor in Pakistan, Jaleel Brothers, Ltd., in Dacca. The program has the backing of local Pakistani banks, the U.S. Agency for International Development, and the Ford Foundation. The plants, in Dacca, Narayanganj, and in the Noapra District, will be run by East Pakistan Small Industries Corp.

STEEL—The International Division of Armco Steel Corp., Middleton, Ohio, has started construction on a multimillion-dollar plant in Germany to manufacture pre-engineered steel buildings for marketing throughout Europe. The plant will be located in Voerde, with the first phase of construction calling for a 125,000 square foot building plus administrative offices. A new subsidiary, Armco Eurotec, has been organized to manufacture and market the structures. Most of the financing for the new venture has come from the proceeds of a $15 million debenture issue sold in Europe recently by Armco International Finance Corp.

TEXTILES—In a joint venture the Goetz textile group of Ravenburg, Germany, Genesco Inc., Nashville, Tenn., has expanded the activities of its Swiss holding company, Interstyle, A.G., founded at St. Gallen two years ago. The capital of the subsidiary, of which each partner holds 50 percent, was increased and its name changed to Genesco-Interstyle, A.G. The company owns production companies in Germany, Austria, Italy, Netherlands, Monaco, Belgium and Portugal. The product is underwear, but production has been extended to the fields of foundation garments and men's and women's wear in the past two years.

Newsletter

It's World Trade Week, 1968, a time to reflect, listen, talk. No need to look far for the pivotal subject: the U.S. balance-of-payments deficit. There are dozens of local observances, and one at Minneapolis sponsored by the U.S. Chamber of Commerce that will hear blue-ribbon speakers issue a call to action to U.S. businessmen to find solutions to the crisis in U.S. trade. This is really World Trade Year, week after crucial week.

It's World Trade Week, 1968, a busy time for U.S. Commercial Officers everywhere. Sample activity: the U.S. Embassy in Austria is spading up prospective trade visitors to attend the U.S. exhibition of chemical and pharmaceutical processing equipment at MACHEVO in the Netherlands in October. The Austrian trading community has been alerted through seven major channels, and 130 target firms and 30 government agencies will get specific data on U.S. products as soon as these are known. The same thing is happening through U.S. embassies in other European capitals. Mid-May is the time to plant ideas in mid-October customers.

It's World Trade Week, 1968, when proposals are being received in Commerce Department's Trade Missions Divisions for a fall mission to Cameroon and the Ivory Coast in Africa. Deadline is Aug. 1 for proposals relating to business in these two lively nations. Cameroon is giving high priority to agriculture and transport, many small industries are developing, and special attention is now on food processing. Ivory Coast is seeking to diversify its agriculture, and industry is expanding rapidly.

It's World Trade Week, 1968, an occasion to assess the astonishing growth in air cargo volume—now reported doubling in the U.S. every four years. Air Transport Association's Norman Philion releases a statement to ponder at the Houston Air Cargo Marketing Forum this week: "Forty per cent of U.S. domestic scheduled air freight either originates or terminates overseas."

It's World Trade Week, 1968, when merchant Jean Ameline of Inno Stores is saying: "In France no one would think of not buying an American product because of any differences between French and American official policies". French consumers are saying the same thing at the cash registers, building record sales for U.S. consumer goods in France. So are the officials of such merchandising giants as Galeries Lafayette, Au Printemps, Prisunic and Monoprix.

NOTICE: This information is offered to preview or provide informally brief and varied comment on Bureau of International Commerce worldwide export and investment promotions. It is not final and does not substitute for detailed know-how and analysis in our regular news columns.

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the cover

New Market Share Reports—providing the latest information on U.S. shares of imports of manufactured products in the world's markets—are now for sale by the Commerce Department. This year's reports offer a broader coverage than those issued previously. Five years, 1962-66, are included instead of 1962-65 as before; 20 more country reports are available; U.S. share data is given on about 100 more commodities than last year. Additional details are presented on page 2; a complete list of both the country series and the commodity series follows on pages 3-14.

May 20, 1968

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BUREAU OF INTERNATIONAL COMMERCE

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Broader coverage, updated information provided by this year's series; useful for both prospective and established exporters

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Preliminary data for first quarter indicate adverse figures in both liquidity and official reserve transactions balances

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Five-year market share reports are now on sale

Broader coverage, updated information offered to U.S. businessmen

Broader coverage than ever before is offered by the Commerce Department's updated Market Share Reports, just off the press.

Market Share Reports give the U.S. exporter a chance to compare his company's performance with that of the total import market for a given product, and they may be used as guides by the prospective exporter as well. Issued by country and by commodity, the reports provide the latest information on U.S. shares of imports of manufactures in the world's markets.

► The new series include data for five years, 1962-66, the latest such period for which figures are available, instead of 1962-65 as before.

► This year, 69 country reports—20 more than last year—are being issued. Of these, 36 instead of last year's 25 will give U.S. share of total import market rather than just the U.S. share of exports from 14 major supplier nations. For these same 36 countries, each report has been redesigned to pinpoint the eight major competitor nations with the U.S.

► Also this year, the commodity reports present U.S. share data for 850 products—some 100 more than last year—of the 1,127 listed in the United Nations Standard International Trade Classification, Revised (SITC). The value of the import market, without U.S. share data, is given on the remaining 277. The list of destinations for U.S. exports has been increased to 90 from 49.

Market Share Reports are prepared from special computer runs designed by Commerce's International Trade Analysis Division and ordered from the U.N. International Trade Statistics Centre.

Variety of uses

U.S. firms considering entry into the export market may utilize the information presented to survey opportunities for selling a specific manufactured product—or a variety—in individual or all major markets. Both the country and the commodity series provide basic trade data necessary to evaluate overall trends in the size of markets for manufactures; measure changes in import demand for specific products; assess the position of U.S. and foreign exporters; and project market prospects for some years ahead.

Companies already exporting can, in addition, use the reports to check their own sales progress against that of their U.S. and foreign competitors.

The **country** series gives American businessmen the dollar values and U.S. percentage shares of shipments of manufactured products to 69 of the world's leading importing nations by the United States and eight other countries. Thirty-two of this year's 69 reports have already been issued and their availability announced in INTERNATIONAL COMMERCE.

The country reports have been improved by the use of national import data for 11 additional countries. This brings to 36 the number of countries reporting up-to-date, internationally comparable import data to the United Nations. The dollar value of exports from the 14 major industrial suppliers is given for the remaining 33 countries covered.

The country series shows the dollar values of shipments of 1,127 manufactured products into a single foreign market in the years 1962-66. For the countries reporting import statistics, the value is given for imports from the world, the United States, and eight leading suppliers.

Each country report also gives the dollar value of all commodities and all manufactures in separate totals, whether based on import figures or on shipments by the 14 major suppliers.

The 11 additional countries now reporting import figures are Australia, Canada, Colombia, Ireland, Malaysia, Philippines, Portugal, Singapore, Taiwan, Thailand and Tunisia.

The **commodity** series is based on exports from the United States and 13 other exporting countries and gives a reasonably complete approximation of the total import market for most manufactures. The commodity reports list separately the dollar value of shipments by the United States and eight principal suppliers: Belgium-Luxembourg, France, Germany, Italy, Netherlands, United Kingdom, Sweden, and Japan. The export totals include the value of shipments from the United States, the other eight principal countries, and Canada, Denmark, Norway, Austria and Switzerland.

Important gaps exist in commodity series data for textiles and nonferrous metals, which are exported in large quantities by countries other than the 14 major suppliers just mentioned. The developing countries are important shippers of these two classes of commodities.

The commodity reports include all chemicals, machinery, transport equipment, metals and other manufactures. They do not cover mineral fuel products, processed foods, fats, oils, military firearms and ammunition.

Summary totals are shown for four broad groups of manufactures: chemicals, basic manufactures, machinery and transport equipment, and miscellaneous manufactures. Selected summary totals are also shown for certain major classes of manufactured products such as organic chemicals, iron and steel, nonferrous metals, metal products, nonelectric machinery, electric machinery, transport equipment.

Reports cover subgroups

Each of the commodity reports covers one of the 380 subgroups (four-digit products) and 747 items (five-digit products) of manufactured goods. Each report lists exports of the 14 nations to the world, the U.S., and 90 other countries in 1962-66.

Better information on the destinations of U.S. exports is shown in 27 reports, resulting from the inclusion of 1962-64 data just released for some commodities previously classified as "special category" and not published for security reasons. Chiefly affected are certain types of radio equipment, electronic apparatus, aircraft parts.

Broader coverage of Swedish exports, 1962-65, is given—for example, harvesting machines, tractors, medicines and asbestos cement products are specified.

Both series—country reports alphabetically, commodity reports by SITC number—are listed below. Each is followed by an identification (DIB) number to be used in ordering. Country reports cost $3 each; commodity reports, $1.50. **Write:** Clearinghouse for Federal Scientific and Technical Information, Code 410.11, Springfield, Va. 22151.

COUNTRY SERIES

Reports on countries in bold face are based on import data.

Algeria—DIB 68-90001
Argentina—DIB 68-90002
Australia—DIB 68-90003
Austria—DIB 68-90004
Belgium—Luxembourg—DIB 68-90005
Bolivia—DIB 68-90006
Brazil—DIB 68-90007
Canada—DIB 68-90008
Chile—DIB 68-90009
Colombia—DIB 68-90010
Republic of the Congo (Kinshasa)—DIB 68-90011
Costa Rica—DIB 68-90012
Denmark—DIB 68-90013
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El Salvador—DIB 68-90016
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Uganda—DIB 68-90064
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United Kingdom—DIB 68-90066
Venezuela—DIB 68-90067
Republic of Viet-Nam—DIB 68-90068
Yugoslavia—DIB 68-90069

[1] 1962-65 data only.

COMMODITY SERIES

In the reports followed by this mark (†), U.S. export data are not shown for 1965-66 because U.S. statistics could not be matched exactly to the commodity classification used—the United Nations Standard International Trade Classification, Revised (SITC).

In the reports followed by an asterisk (*), U.S. data are not shown for 1962–64.

5 —CHEMICALS. DIB 68-90070

Organic chemicals

512 —Organic chemicals. DIB 68-90071
512.1 —Hydrocarbons and their derivatives. DIB 68-90072†
512.11—Styrene. DIB 68-90073
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512.13—Halogenated derivatives of hydrocarbons. DIB 68-90075*†
512.14—Other derivatives of hydrocarbons. DIB 68-90076*†
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512.21—Methyl alcohol. DIB 68-90078
512.22—Other acyclic alcohols and derivatives. DIB 68-90079*†
512.23—Cyclic alcohols and derivatives. DIB 68-90080*†
512.24—Ethyl alcohol, undenatured, and denatured spirits. DIB 68-90081
512.25—Fatty alcohols. DIB 68-90082*†
512.26—Glycerol and glycerol lyes. DIB—68-90083
512.27—Phenols and phenol-alcohols. DIB 68-90084*†
512.28—Derivatives of phenols or phenol-alcohols. DIB 68-90085*†
512.3 —Ethers, epoxides, and acetals. DIB 68-90086†
512.31—Ethers, ether-alcohols, ether-phenols, alcohol and ether peroxides, and derivatives. DIB 68-90087*†
512.32—Epoxides, epoxy compounds, and derivatives. DIB 68-90088*†
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512.63—Phosphoric esters and their derivatives. DIB 68-90101*†
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512.69—Other inorganic esters and their derivatives. DIB 68-90103*†
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512.79—Compounds with other nitrogen functions. DIB 68-90113*†
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512.9 —Other organic chemicals. DIB 68-90122†
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512.92—Sugars, except sucrose, glucose, and lactose; sugar esters and salts (n.e.s) DIB 68-90124*†
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513.37—Boric oxide and boric acid. DIB 68-90146*
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514.12—Chlorides and oxychlorides. DIB 68-90171*†
514.13—Chlorites and hypochlorites. DIB 68-90172*†
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514.95—Other carbides. DIB 68-90199†
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533.3 —Prepared paints, enamels, lacquers, and driers. DIB 68-90219
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551.2 —Synthetic perfume and flavor materials. DIB 68-90238
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551.22—Concentrates of essential oils in fats, fixed oils, or waxes. DIB 68-90240*†
551.23—Mixtures of odoriferous substances used as raw materials in industry. DIB 68-90241*†
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Perfumery and cosmetics, dentifrices, and other toilet preparations, except soaps

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Soaps, cleansing and polishing preparations

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Fertilizers, manufactured

561 —Fertilizers, manufactured. DIB 68-90247
561.1 —Nitrogenous fertilizers and materials. DIB 68-90248
561.2 —Phosphatic fertilizers and materials. DIB 68-90249

561.21—Basic slag (Thomas slag). DIB 68-90250*†
561.29—Other phosphatic fertilizers and materials. DIB 68-90251*†
561.3 —Potassic fertilizers and materials. DIB 68-90252
561.9 —Fertilizers (n.e.s.). DIB 68-90253

Explosives and pyrotechnic products

571.1 —Propellent powders and other prepared explosives. DIB 68-90254
571.11—Propellent powders. DIB 68-90255
571.12—Other prepared explosives. DIB 68-90256
571.2 —Fuses, primers, and detonators. DIB 68-90257
571.21—Mining, blasting, and safety fuses. DIB 68-90258
571.22—Percussion and detonating caps, igniters, and detonators. DIB 68-90259
571.3 —Pyrotechnic articles. DIB 68-90260
571.4 —Hunting and sporting ammunition. DIB 68-90261

Plastic materials, regenerated cellulose, and artificial resins

581.1 —Products of condensation, polycondensation, and polyaddition. DIB 68-90262
581.2 —Products of polymerization and copolymerization. DIB 68-90263
581.3 —Regenerated cellulose, chemical derivatives of cellulose, and vulcanized fiber. DIB 68-90264
581.31—Vulcanized fiber. DIB 68-90265
581.32—Regenerated cellulose and cellulose derivatives. DIB 68-90266
581.9 —Other artificial resins and plastic materials. DIB 68-90267
581.91—Hardened proteins. DIB 68-90268*
581.92—Modified natural resins, ester gums, and natural rubber derivatives. DIB 68-90269
581.99—Other artificial plastic materials. DIB 68-90270*

Chemical materials and products, other

599.2 —Insecticides, fungicides, and disinfectants. DIB 68-90271
599.5 —Starches, gluten, albuminoid substances, and glues. DIB 68-90272
599.51—Starches and inulin. DIB 68-90273
599.52—Gluten and gluten flour. DIB 68-90274*
599.53,54—Casein, albumin, and derivatives. DIB 68-90275
599.55—Gelatin and derivatives; glue derived from bones and similar products. DIB 68-90276*
599.56—Protein substances and their derivatives; hide powder. DIB 68-90277*†
599.57,59—Dextrins, starch glues, and prepared glues (n.e.s.). DIB 68-90278
599.6 —Wood and resin-based chemicals. DIB 68-90279
599.61—Tall oil. DIB 68-90280
599.62—Concentrated sulfite lye. DIB 68-90281*
599.63—Spirits of turpentine and other terpenic solvents. DIB 68-90282
599.64—Rosin and resin acids and their derivatives. DIB 68-90283
599.65—Wood tar, wood tar oils, creosote, naphtha, and acetone oil. DIB 68-90284*
599.66—Vegetable pitch and similar compounds. DIB 68-90285*
599.7 —Organic chemical products (n.e.s.). DIB 68-90286
599.71—Artificial and prepared waxes, not emulsified or containing solvents. DIB 68-90287*
599.72—Artificial and colloidal graphite, DIB 68-90288*
599.73—Animal black. DIB 68-90289*
599.74—Prepared glazings, dressings, and mordants. DIB 68-90290*
599.75—Antiknock preparations and similar prepared mineral oil additives. DIB 68-90291
599.76—Prepared rubber accelerators. DIB 68-90292*
599.77—Prepared culture media. DIB 68-90293*
599.78—Charges for fire extinguishers. DIB 68-90294*
599.9 —Chemical products and preparations (n.e.s.). DIB 68-90295
599.91—Modeling pastes and dental impression compounds. DIB 68-90296*
599.92—Activated carbon and natural mineral products. DIB 68-90297
599.93—Ferrocerium and other pyrophoric alloys. DIB 68-90298
599.94—Pickling preparations for metal surfaces, fluxes, and other welding preparations. DIB 68-90299
599.95—Composite varnish solvents and thinners. DIB 68-90300
599.99—Other chemical products and preparations (n.e.s.). DIB 68-90301

6 —MANUFACTURED GOODS CLASSIFIED CHIEFLY BY MATERIAL. DIB 68-90302

Leather

611 —Leather. DIB 68-90303
611.2 —Reconstituted and artificial leather. DIB 68-90304*
611.3 —Calf leather. DIB 68-90305
611.4 —Other bovine and equine leather. DIB 68-90306
611.9 —Leather (n.e.s.). DIB 68-90307
611.91—Leather of sheep and lamb skins. DIB 68-90308
611.92—Leather of goat and kid skins. DIB 68-90309*
611.93-95—Chamois and parchment dressed, patent, and metallized leather. DIB 68-90310*
611.99—Other leather. DIB 68-90311*

Manufactures of leather, or artificial or reconstituted leather (n.e.s.)

612 —Manufactures of leather, or artificial or reconstituted leather (n.e.s.). DIB 68-90312
612.1 —Machine leather belting and other machinery leather. DIB 68-90313
612.2 —Saddlery and similar goods. DIB 68-90314*
612.3 —Uppers, legs, and other footwear parts. DIB 68-90315
612.9 —Manufactures of leather (n.e.s.). DIB 68-90316

Fur skins, tanned or dressed

613.0 —Fur skins, tanned or dressed. DIB 68-90317

Materials of rubber

621.0 —Materials of rubber. DIB 68-90318
621.01—Plates, sheets, and granules of unvulcanized rubber. DIB 68-90319*
621.02—Unvulcanized rubber in other forms. DIB 68-90320*
621.03—Vulcanized rubber thread and cord. DIB 68-90321*
621.04—Plates, sheets, and profile shapes of unhardened vulcanized rubber. DIB 68-90322*†
621.05—Piping and tubing of unhardened vulcanized rubber. DIB 68-90323*
621.06—Hardened rubber in primary forms, scrap, and powder. DIB 68-90324*†

Articles of rubber (n.e.s)

629.1 —Rubber tires and tubes. DIB 68-90325
629.3 —Hygienic and pharmaceutical articles of unhardened rubber. DIB 68-90326
629.4 —Transmission, conveyor, or elevator belts and belting of rubber. DIB 68-90327
629.9 —Other articles of rubber. DIB 68-90328
629.98—Articles of unhardened rubber (n.e.s.). DIB 68-90329
629.99—Articles of hardened rubber (n.e.s.). DIB 68-90330

Veneers, plywood boards, reconstituted wood and other wood, worked

631.1 —Veneer sheets. DIB 68-90331
631.2 —Plywood, including veneered panels. DIB 68-90332
631.21—Plywood and veneered panels; inlaid wood. DIB 68-90333*†
631.22—Cellular wood panels. DIB 68-90334*†
631.4 —Improved or reconstituted wood. DIB 68-90335*
631.41—Improved wood. DIB 68-90336*
631.42—Reconstituted wood. DIB 68-90337*
631.8 —Wood simply shaped or worked. DIB 68-90338*
631.81—Wood paving blocks. DIB 68-90339*
631.82—Riven or sawn staves, unfinished. DIB 68-90340*
631.83—Hoopwood, chipwood, split poles, and piles. DIB 68-90341*
631.84, 85—Sticks for shaping handles and shafts; drawn wood, match splints, and wooden pegs. DIB 68-90342*
631.86—Wood wool and flour. DIB 68-90343*
631.87—Wood beading and molding. DIB 68-90344*

Wood manufactures (n.e.s.)

632.1 —Boxes, cases, and crates, complete. DIB 68-90345
632.2 —Cooperage products. DIB 68-90346
632.4 —Builders' woodwork and prefabricated buildings of wood. DIB 68-90347
632.7 —Manufactures of wood for domestic or decorative use. DIB 68-90348*
632.71—Picture and mirror frames of wood. DIB 68-90349*
632.72—Household utensils of wood. DIB 68-90350*
632.73—Domestic or decorative articles of wood (n.e.s.). DIB 68-90351*
632.8 —Manufactured articles of wood (n.e.s.). DIB 68-90352
632.81—Tools, handles, and shoe lasts of wood. DIB 68-90353*
632.82—Spools, cops, and bobbins of turned wood. DIB 68-90354*
632.89—Other articles of wood (n.e.s.). DIB 68-90355*

Cork manufactures

633.0 —Cork manufactures. DIB 68-90356
633.01—Articles of natural cork. DIB 68-90357*†
633.02—Agglomerated cork and articles. DIB 68-90358*†

Paper and paperboard

641.1 —Newsprint paper. DIB 68-90359
641.2 —Other printing and writing paper, machine-made, in rolls or sheets. DIB 68-90360
641.21—Uncoated printing and writing paper, in rolls or sheets. DIB 68-90361*†
641.22—Coated printing and writing paper, in rolls or sheets. DIB 68-90362*
641.3 —Kraft paper and paperboard. DIB 68-90363
641.4 —Cigarette paper in bulk, rolls, or sheets. DIB 68-90364
641.5 —Machine-made paper and paperboard in rolls or sheets (n.e.s.). DIB 68-90365
641.6 —Fiberboard and other building board. DIB 68-90366
641.7 —Handmade papers. DIB 68-90367*†
641.9 —Paper and paperboard in rolls or sheets (n.e.s.). DIB 68-90368
641.91—Parchment or greaseproof paper or paperboard, in rolls or sheets. DIB 68-90369*
641.92—Composite paper and paperboard, in rolls or sheets. DIB 68-90370*
641.93—Corrugated paper and paperboard, in rolls or sheets. DIB 68-90371
641.94—Ruled or squared paper and paperboard, in rolls or sheets. DIB 68-90372*
641.95, 96—Coated or impregnated paper (n.e.s.) in bulk; filterblocks of paper pulp. DIB 68-90373*†
641.97—Wallpaper and lincrusta. DIB 68-90374*

Articles made of paper pulp, paper, or paperboard

642.1 —Paper bags, paperboard boxes, and other containers. DIB 68-90375
642.11—Packing containers of paper or paperboard. DIB 68-90376*
642.12—Filing containers of paper or paperboard. DIB 68-90377*
642.2 —Envelopes, letter pads, and similar paper stationery. DIB 68-90378
642.3 —Exercise books albums and other stationery of paper or paperboard. DIB 68-90379*
642.9 —Articles of paper pulp, paper, or paperboard (n.e.s.). DIB 68-90380
642.91—Cigarette paper cut to size. DIB 68-90381
642.92—Carbon and other copying papers cut to size. DIB 68-90382
642.93—Other paper and paperboard cut to size. DIB 68-90383*
642.94—Bobbins, spools, and similar supports of paper pulp, paper, or paperboard. DIB 68-90384*
642.99—Other articles of paper pulp, paperboard, or cellulose wadding. DIB 68-90385*

65 —TEXTILE YARN, FABRICS, AND RELATED PRODUCTS. DIB 68-90386

Textile yarn and thread

651.1 —Thrown silk and other silk yarn and thread. DIB 68-90387*

PORT OF BALTIMORE will participate in International Container Services and Equipment Exhibition in London week of May 27. Display will feature 2-berth container terminal shown above with roll-on/roll-off platform of Maryland Port Authority at Dundalk Terminal, and 6-berth expansion underway.

651.11—Silk yarn, other than noil or other waste silk, not for retail. DIB 68-90388*†
651.12—Yarn spun from silk waste other than noil, not for retail. DIB 68-90389*†
651.13—Yarn spun from noil silk, not for retail. DIB 68-90390*†
651.14—Silk yarn, for retail. DIB 68-90391*†
651.15—Silkworm gut and imitation catgut of silk. DIB 68-90392*†
651.2 —Yarn of wool and animal hair. DIB 68-90393
651.21—Yarn of carded wool, not for retail. DIB 68-90394*†
651.22—Yarn of combed wool, not for retail. DIB 68-90395*†
651.23—Yarn of fine animal hair, not for retail. DIB 68-90396*†
651.24—Yarn of horsehair or other coarse animal hair, not for retail. DIB 68-90397*†
651.25—Yarn of wool or animal hair, for retail. DIB 68-90398*†
651.3 —Cotton yarn and thread, grey. DIB 68-90399
651.4 —Cotton yarn and thread, other. DIB 68-90400
651.41—Cotton yarn and thread, other, not for retail. DIB 68-90401*†
651.42—Cotton yarn and thread, other, for retail. DIB 68-90402*†
651.5 —Yarn and thread of flax, ramie, and hemp. DIB 68-90403*
651.51—Flax or ramie yarn, not for retail. DIB 68-90404*†
651.52—Flax or ramie yarn, for retail. DIB 68-90405*†
651.53—Yarn of hemp. DIB 68-90406*†
651.6 —Yarn and thread of synthetic fiber. DIB 68-90407
651.61—Yarn of continuous synthetic fiber, not for retail. DIB 68-90408*
651.62—Monofil, strip, and catgut of synthetic fiber. DIB 68 90409*
651.63—Yarn of continuous synthetic fiber, for retail. DIB 68-90410*†
651.64, 65—Yarn of discontinuous synthetic fiber. DIB 68-90411*
651.7 —Yarn and thread of artificial fiber. DIB 68-90412
651.71—Yarn of continuous artificial fiber, not for retail. DIB 68-90413*
651.72—Monofil, strip, and catgut of artificial fiber. DIB 68-90414*
651.73—Yarn of continuous artificial fiber, for retail. DIB 68-90415*†
651.74, 75—Yarn of discontinuous artificial fiber. DIB 68-90416*
651.8 —Yarn of glass fiber. DIB 68-90417
651.9 —Yarn of other textile fibers. DIB 68-90418
651.91—Yarn of textile fiber spun with or covered with metal. DIB 68-90419*†
651.92—Yarn of jute. DIB 68-90420*†
651.93—Yarn of other vegetable textile fibers. DIB 68-90421*†
651.94—Paper yarn. DIB 68-90422*†

Cotton fabrics, woven

652.1 —Cotton fabrics, grey. DIB 68-90423
652.11—Cotton gauze, grey. DIB 68-90424*
652.12—Terry fabrics of cotton, grey. DIB 68-90425*
652.13—Other cotton fabrics, grey. DIB 68-90426*
652.2 —Cotton fabrics, other than grey. DIB 68-90427
652.21—Cotton gauze, other than grey. DIB 68-90428*
652.22—Terry fabrics of cotton, other than grey. DIB 68-90429*
652.23—Pile and chenille fabrics of cotton. DIB 68-90430*
652.29—Other cotton fabrics, except grey. DIB 68-90431*

Textile fabrics, woven, other than cotton

653.1 —Silk fabrics. DIB 68-90432
653.11—Silk fabrics, other than of noil. DIB 68-90433*†
653.12—Fabrics of noil silk. DIB 68-90434*†

653.13—Pile and chenille fabrics of silk. DIB 68-90435*†
653.2 —Wool fabrics. DIB 68-90436
653.21—Fabrics of wool or of fine animal hair, other than pile and chenille fabrics. DIB 68-90437*
653.22—Pile and chenille fabrics of wool. DIB 68-90438*
653.3,4—Linen, ramie, hemp, and jute fabrics. DIB 68-90439
653.5 —Synthetic fiber fabrics. DIB 68-90440
653.51—Fabrics of continuous synthetic fibers, other than pile or chenille. DIB 68-90441*
653.52—Fabrics of discontinuous synthetic fibers, other than pile or chenille. DIB 68-90442*
653.53—Pile and chenille fabrics of synthetic fibers. DIB 68-90443
653.6 —Artificial fiber fabrics. DIB 68-90444
653.61—Fabrics of continuous artificial fibers, other than pile or chenille. DIB 68-90445*
653.62—Fabrics of discontinuous artificial fibers, other than pile or chenille. DIB 68-90446*
653.63—Pile and chenille fabrics of artificial fibers. DIB 68-90447*
653.7 —Knitted or crocheted fabrics. DIB 68-90448
653.8 —Glass fiber fabrics. DIB 68-90449*
653.9 —Fabrics (n.e.s.). DIB 68-90450*
653.91—Fabrics of metal thread or metalized yarn. DIB 68-90451*†
653.92—Fabrics of coarse animal hair, other than horsehair. DIB 68-90452*†
653.93—Fabrics of horsehair. DIB 68-90453
653.94—Fabrics of vegetable textile fibers (n.e.s.). DIB 68-90454*†
653.95—Fabrics of paper yarn. DIB 68-90455*†
653.96—Pile or chenille fabrics (n.e.s.). DIB 68-90456*†

Tulle, lace, embroidery, ribbons, and trimmings

654.0 —Tulle, lace, embroidery, ribbons, and trimmings. DIB 68-90457
654.01—Narrow fabrics. DIB 68-90458*
654.02—Woven labels and badges in the piece or cut to size. DIB 68-90459*
654.03—Trimmings and other small wares, not elastic. DIB 68-90460*
654.04,05—Tulle and other net fabrics; lace. DIB 68-90461*
654.06—Embroidery. DIB 68-90462*

Special textile fabrics and related products

655 —Special textile fabrics and related products. DIB 68-90463
655.1 —Felts and felt articles. DIB 68-90464
655.4 —Coated or impregnated textile fabrics and products. DIB 68-90465
655.41—Bonded fiber fabrics and articles. DIB 68-90466*
655.42—Textile fabrics coated with gum or similar substances. DIB 68-90467*
655.43—Textile fabrics impregnated or coated with plastic materials. DIB 68-90468
655.44—Textile fabrics impregnated or coated with oil. DIB 68-90469*
655.45—Rubberized textile fabrics, other than knitted or crocheted. DIB 68-90470
655.46—Other impregnated or coated textile fabrics. DIB 68-90471*
655.5 —Elastic fabrics and trimmings. DIB 68-90472
655.6 —Cordage and manufactures. DIB 68-90473
655.61—Cordage, cable, rope, and twine. DIB 68-90474*†
655.62—Nets and netting of cordage, rope, or twine. DIB 68-90475*†
655.63—Other articles of cordage. DIB 68-90476*†
655.7 —Hat bodies. DIB 68-90477*
655.71—Hat bodies of wool felt and fur felt. DIB 68-90478*†
655.72—Other hat bodies. DIB 68-90479*†
655.8 —Wadding, wicks, and textile fabrics for industrial use. DIB 68-90480*
655.81—Wadding and articles of wadding. DIB 68-90481*
655.82,83—Wicks of textile fabrics; textiles (n.e.s.) for industrial use. DIB 68-90482*
655.9 —Special products of textile and related materials. DIB 68-90483
655.91—Textile hosepiping and similar tubing. DIB 68-90484*†
655.92—Transmission, conveyor, or elevator belts of textile materials. DIB 68-90485†

Made-up articles, wholly or chiefly of textile materials

656.1 —Bags and sacks of textile materials. DIB 68-90486
656.2 —Tarpaulins, tents, and other canvas goods. DIB 68-90487
656.6 —Blankets. DIB 68-90488
656.61—Blankets of wool. DIB 68-90489
656.62—Blankets of cotton. DIB 68-90490
656.69—Blankets (n.e.s.). DIB 68-90491*
656.9 —Made-up articles of textile materials (n.e.s.). DIB 68-90492
656.91—Household linens and other textile furnishings. DIB 68-90493*
656.92—Other made-up textile articles (n.e.s.). DIB 68-90494*

Floor coverings, tapestries, etc.

657.4 —Linoleum and similar floor coverings. DIB 68-90495
657.41—Floor coverings on a paper or paperboard base. DIB 68-90496*†
657.42—Linoleum and similar floor coverings on a textile base. DIB 68-90497*†
657.5,6—Carpets, carpeting, and rugs. DIB 68-90498
657.7 —Tapestries. DIB 68-90499*
657.8 —Mats, screens, and packings of plaiting materials. DIB 68-90500*

Lime, cement, and fabricated building materials

661.1 —Lime. DIB 68-90501
661.2 —Cement. DIB 68-90502
661.3 —Building and monumental stone, worked. DIB 68-90503
661.31—Paving and flagstones of natural stone. DIB 68-90504*†
661.32—Worked building or monumental stone. DIB 68-90505*†
661.33—Worked slate. DIB 68-90506*†
661.8 —Building materials of asbestos-cement, fiber-cement, and unfired nonmetallic minerals. DIB 68-90507
661.81—Articles of asphalt or similar materials. DIB 68-90508
661.82—Building materials of vegetable substances agglomerated with mineral binding substances. DIB 68-90509*
661.83—Articles of asbestos-cement or fibercement. DIB 68-90510

Clay and refractory construction material

662.3 —Refractory bricks and other refractory construction materials. DIB 68-90511
662.31—Insulating bricks of infusorial, kieselguhr, and siliceous earths. DIB 68-90512*†
662.32—Other refractory bricks. DIB 68-90513*†
662.33—Refractory cements or mortars. DIB 68-90514*†
662.4 —Nonrefractory ceramic bricks, tiles, pipes, and similar products. DIB 68-90515
662.41-43—Building bricks; ceramic roofing tiles, piping, conduits, and guttering. DIB 68-90516*
662.44, 45—Unglazed and glazed ceramic flags and tiles. DIB 68-90517*

Mineral manufactures (n.e.s.)

663.1 —Grinding and polishing wheels and stones. DIB 68-90518
663.11—Grinding wheels and stones for hand- or power-operated machines. DIB 68-90519*
663.12—Grinding stones for hand use. DIB 68-90520*
663.2 —Abrasive cloths and papers and similar articles. DIB 68-90521
663.4 —Worked mica and mica articles. DIB 68-90522
663.5 —Mineral insulating materials. DIB 68-90523
663.6 —Nonceramic manufactures of mineral materials. DIB 68-90524
663.61—Articles of plaster. DIB 68-90525*
663.62—Articles of cement or artificial stone. DIB 68-90526*
663.63—Other nonceramic articles of mineral substances. DIB 68-90527*
663.7 —Refractory products, other than construction materials. DIB 68-90528
663.8 —Manufactures of asbestos; friction materials. DIB 68-90529
663.81—Manufactures of asbestos, other than friction materials. DIB 68-90530
663.82—Friction materials of asbestos, other mineral substances, or cellulose. DIB 68-90531
663.9 —Articles of ceramic materials (n.e.s.). DIB 68-90532
663.91—Laboratory, industrial, and similar ceramic wares, not refractory. DIB 68-90533
663.92—Other articles of ceramic materials (n.e.s.). DIB 68-90534

Glass

664.1 —Glass in the mass, rods, tubes, and waste glass. DIB 68-90535
664.11, 12—Glass, other than optical glass, in the mass; waste glass; enamel glass in the mass, rods, or tubes. DIB 68-90536*
664.13—Glass, other than optical and enamel glass, unworked, in balls, rods, or tubes. DIB 68-90537*
664.2 —Optical glass and elements, not worked. DIB 68-90538
664.3 —Drawn or blown glass, unworked. DIB 68-90539
664.4 —Cast, rolled, drawn, or blown glass, surface ground or polished. DIB 68-90540
664.5 —Cast or rolled glass, unworked. DIB 68-90541
664.6 —Bricks, tiles, and similar materials of pressed or molded glass. DIB 68-90542

664.7 —Safety glass, toughened or laminated. DIB 68-90543
664.8 —Sheet or plate glass mirrors. DIB 68-90544
664.9 —Glass (n.e.s.). DIB 68-90545
664.91—Cast, rolled, drawn, or blown glass. DIB 68-90546*
664.92—Glass envelopes for electric lamps, electronic valves, and similar articles. DIB 68-90547
664.93—Clock and watch glasses. DIB 68-90548*
664.94—Glass fiber and products. DIB 68-90549*

Glassware

665.1 —Carboys, bottles, and similar containers and closures of glass. DIB 68-90550
665.11—Commercial containers and stoppers of glass. DIB 68-90551
665.12—Inners for vacuum vessels. DIB 68-90552*
665.2 —Glass tableware and other articles for household, hotel, and restaurant use. DIB 68-90553
665.8 —Glass articles (n.e.s.). DIB 68-90554
665.81—Laboratory, hygienic, or pharmaceutical glassware. DIB 68-90555*
665.82—Decorative glass smallwares and ornaments of glass. DIB 68-90556*†
665.89—Other articles of glass (n.e.s.). DIB 68-90557*

Pottery

666.4 —Porcelain or china household ware. DIB 68-90558
666.5 —Household ware of other ceramic materials. DIB 68-90559
666.6 —Other ornaments and furnishings of porcelain or other ceramic materials. DIB 68-90560

Pearls and precious and semiprecious stones

667 —Pearls and precious and semiprecious stones. DIB 68-90561
667.1 —Pearls, not set or strung. DIB 68-90562*†
667.2 —Diamonds, not set or strung. DIB 68-90563
667.3 —Other precious and semiprecious stones, not set or strung. DIB 68-90564*
667.4 —Synthetic precious or semiprecious stones, not set or strung. DIB 68-90565*†

67 —IRON AND STEEL. DIB 68-90566

Pig iron, spiegeleisen, iron and steel powders, and ferroalloys

671.1 —Spiegeleisen. DIB 68-90567†
671.2 —Pig iron, including cast iron. DIB 68-90568
671.3 —Iron and steel powders, shot, and sponge. DIB 68-90569
671.31—Shot, angular grit, and wire pellets of iron or steel. DIB 68-90570
671.32, 33—Iron or steel powders and sponge. DIB 68-90571
671.4 —Ferromanganese. DIB 68-90572
671.5 —Other ferroalloys. DIB 68-90573

Ingots and other primary forms of iron or steel

672.1 —Puddled bars and pilings, blocks, and similar forms of iron or steel. DIB 68-90574*
672.3 —Ingots of iron or steel. DIB 68-90575†
672.31—Ingots of iron or ordinary steel. DIB 68-90576*†
672.32—Ingots of high carbon steel. DIB 68-90577*†
672.33—Ingots of alloy steel. DIB 68-90578†
672.5 —Blooms, billets, slabs, and sheet bars of iron or steel. DIB 68-90579
672.51—Blooms, billets, slabs, and sheet bars of iron or ordinary steel. DIB 68-90580*
672.52—Blooms, billets, slabs, and sheet bars of high carbon steel. DIB 68-90581*†
672.53—Blooms, billets, slabs, and sheet bars of alloy steel. DIB 68-90582
672.7 —Iron or steel coils for rerolling. DIB 68-90583*
672.71, 72—Coils for rerolling of iron, ordinary steel, or high carbon steel. DIB 68-90584*
672.73—Coils for rerolling of alloy steel. DIB 68-90585*
672.9 —Blanks for tubes and pipes. DIB 68-90586

Iron and steel bars, rods, angles, shapes, and sections

673.1 —Wire rod of iron or steel. DIB 68-90587
673.11, 12—Wire rod of iron, ordinary steel, or high carbon steel. DIB 68-90588*
673.13—Wire rod of alloy steel. DIB 68-90589*
673.2 —Bars and rods, except wire rod, of iron or steel. DIB 68-90590
673.21—Bars and rods, except wire rod, of iron or ordinary steel. DIB 68-90591*
673.22—Bars and rods, except wire rod, of high carbon steel. DIB 68-90592*
673.23—Bars and rods, except wire rod, of alloy steel. DIB 68-90593
673.4 —Angles, shapes, and sections, 80 mm. or more, and sheet piling of iron or steel. DIB 68-90594
673.41,42—Angles, shapes, and sections, 80 mm. or more, and sheet piling of iron, ordinary steel, or high carbon steel. DIB 68-90595*
673.43—Angles, shapes, and sections, 80 mm. or more, and sheet piling of alloy steel. DIB 68-90596
673.5 —Angles, shapes, and sections, less than 80 mm., of iron or steel. DIB 68-90597*
673.51,52—Angles, shapes, and sections, less than 80 mm., of iron, ordinary steel, or high carbon steel. DIB 68-90598*
673.53—Angles, shapes, and sections, less than 80 mm., of alloy steel. DIB 68-90599*

Universals, plates, and sheets of iron or steel

674 —Universals, plates, and sheets of iron or steel. DIB 68-90600
674.1 —Universals and heavy plates and sheets, more than 4.75 mm. thick, of iron or steel. DIB 68-90601
674.11—Heavy plates and sheets of iron or ordinary steel. DIB 68-90602*
674.12—Heavy plates and sheets and universals of high carbon steel. DIB 68-90603*†
674.13—Heavy plates and sheets and universals of alloy steel. DIB 68-90604
674.14—Universals of iron or ordinary steel. DIB 68-90605*†
674.2 —Medium plates and sheets, 3 mm. to 4.75 mm. thick, of iron or steel. DIB 68-90606*†
674.21—Medium plates and sheets, 3 mm. to 4.75 mm. thick, of iron or ordinary steel. DIB 68-90607*†
674.22—Medium plates and sheets, 3 mm. to 4.75 mm. thick, of high carbon steel. DIB 68-90608*†
674.23—Medium plates and sheets, 3 mm. to 4.75 mm. thick, of alloy steel. DIB 68-90609*†
674.3 —Plates and sheets, less than 3 mm. thick, of iron or steel, uncoated. DIB 68-90610†
674.31—Plates and sheets, less than 3 mm. thick, uncoated, of iron or ordinary steel. DIB 68-90611*†
674.32—Plates and sheets, less than 3 mm. thick, uncoated, of high carbon steel. DIB 68-90612*†
674.33—Plates and sheets, less than 3 mm. thick, uncoated, of alloy steel. DIB 68-90613†
674.7 —Tinned plates and sheets. DIB 68-90614
674.8 —Plates and sheets, less than 3mm. thick, of iron or steel, coated. DIB 68-90615
674.81—Plates and sheets, less than 3 mm. thick, coated, of iron or ordinary steel. DIB 68-90616*†
674.82—Plates and sheets, less than 3 mm. thick, coated, of high carbon steel. DIB 68-90617*†
674.83—Plates and sheets, less than 3 mm. thick, coated, of alloy steel. DIB 68-90618*†

Hoop and strip of iron or steel

675.0 —Hoop and strip of iron or steel. DIB 68-90619
675.01, 02—Hoop and strip of iron, ordinary steel, or high carbon steel. DIB 68-90620
675.03—Hoop and strip of alloy steel. DIB 68-90621

Rails and railway track construction material of iron or steel

676.1 —Rails of iron or steel. DIB 68-90622
676.2 —Ties and other railway track material of iron or steel. DIB 68-90623

Iron and steel wire, except wire rod

677.0 —Iron and steel wire, except wire rod. DIB 68-90624
677.01,02—Wire, except wire rod, of iron, ordinary steel, or high carbon steel. DIB 68-90625*
677.03—Wire, except wire rod, of alloy steel. DIB 68-90626

Tubes, pipes, and fittings of iron or steel

678 —Tubes, pipes, and fittings of iron or steel. DIB 68-90627
678.1 —Tubes and pipes of cast iron. DIB 68-90628
678.2,3,4—Tubes and pipes of iron (except cast iron) or steel. DIB 68-90629
678.5 —Tube and pipe fittings of iron or steel. DIB 68-90630

Iron and steel castings and forgings, unworked (n.e.s.)

679.1 —Iron castings, rough. DIB 68-90631
679.2 —Steel castings, rough. DIB 68-90632

679.3 —Iron and steel forgings, rough. DIB 68-90633

68 —NONFERROUS METALS. DIB 68-90634

Silver, platinum, and other metals of the platinum group

681.1 —Silver, unworked or partly worked. DIB 68-90635*
681.11—Silver, unwrought or partly worked, but not rolled. DIB 68-90636*
681.12—Rolled silver, unworked or partly worked. DIB 68-90637*
681.2 —Platinum and other platinum group metals, unworked or partly worked. DIB 68-90638
681.21—Platinum and other platinum group metals, unwrought or partly worked, but not rolled. DIB 68-90639*†
681.22—Rolled platinum and other platinum group metals, unworked or partly worked. DIB 68-90640*†

Copper

682.1 —Copper and alloys, unwrought. DIB 68-90641
682.11—Blister copper and other unrefined copper. DIB 68-90642*
682.12—Refined copper. DIB 68-90643
682.13—Master alloys of copper. DIB 68-90644*
682.2 —Copper and alloys, worked. DIB 68-90645
682.21—Bars, rods, angles, shapes, sections, and wire of copper. DIB 68-90646
682.22—Plates, sheets, and strip of copper. DIB 68-90647
682.23—Copper foil. DIB 68-90648*
682.24—Copper powders and flakes. DIB 68-90649
682.25—Tubes, pipes, blanks, and hollow bars of copper. DIB 68-90650
682.26—Tube and pipe fittings of copper. DIB 68-90651

Nickel

683.1 —Nickel and alloys, unwrought. DIB 68-90652
683.2 —Nickel and alloys, worked. DIB 68-90653
683.21—Bars, rods, angles, shapes, sections, and wire of nickel. DIB 68-90654*
683.22—Plates, sheets, strip, foil, powders, and flakes of nickel. DIB 68-90655*
683.23—Tubes, pipes, blanks, and their fittings, and hollow bars of nickel. DIB 68-90656*
683.24—Electroplating anodes of nickel. DIB 68-90657*

Aluminum

684.1 —Aluminum and alloys, unwrought. DIB 68-90658
684.2 —Aluminum and alloys, worked. DIB 68-90659
684.21—Bars, rods, angles, shapes, sections, and wire of aluminum. DIB 68-90660
684.22—Plates, sheets, and strip of aluminum. DIB 68-90661
684.23—Aluminum foil. DIB 68-90662
684.24—Aluminum powders and flakes. DIB 68-90663
684.25—Tubes, pipes, blanks, and hollow bars of aluminum. DIB 68-90664
684.26—Tube and pipe fittings of aluminum. DIB 68-90665*

Lead

685.1 —Lead and aloys, unwrought. DIB 68-90666
685.2 —Lead and alloys, worked. DIB 68-90667
685.21—Bars, rods, angles, shapes, sections, and wire of lead. DIB 68-90668*†
685.22—Plates, sheets, and strips of lead. DIB 68-90669*†
685.23—Lead foil, powders, and flakes. DIB 68-90670*†
685.24—Tubes, pipes, blanks, and their fittings and hollow bars of lead. DIB 68-90671*†

Zinc

686.1 —Zinc and alloys, unwrought. DIB 68-90672
686.2 —Zinc and alloys, worked. DIB 68-90673
686.21—Bars, rods, angles, shapes, sections, and wire of zinc. DIB 68-90674*†
686.22—Plates, sheets, strip, foil, powders, and flakes of zinc. DIB 68-90675*†
686.23—Tubes, pipes, blanks, and their fittings, and hollow bars of zinc. DIB 68-90676*†

Tin

687.1 —Tin and alloys, unwrought. DIB 68-90677
687.2 —Tin and alloys, worked. DIB 68-90678
687.21—Bars, rods, angles, shapes, sections, and wire of tin. DIB 68-90679*†
687.22—Plates, sheets, and strip of tin. DIB 68-90680*†
687.23—Tinfoil, powders, and flakes. DIB 68-90681*†
687.24—Tubes, pipes, blanks, and their fittings, and hollow bars of tin. DIB 68-90682*†

Uranium and thorium and their alloys

688.0 —Uranium and thorium and their alloys. DIB 68-90683

Miscellaneous nonferrous base metals employed in metallurgy

689.3 —Magnesium and beryllium. DIB 68-90684
689.31—Magnesium, unwrought. DIB 68-90685
689.32—Magnesium, wrought. DIB 68-90686
689.33—Beryllium. DIB 68-90687
689.4 —Tungsten, molybdenum, and tantalum. DIB 68-90688
689.41—Tungsten (wolfram). DIB 68-90689
689.42—Molybdenum. DIB 68-90690
689.43—Tantalum. DIB 68-90691
689.5 —Base metals (n.e.s.). DIB 68-90692

69 —MANUFACTURES OF METAL (N.E.S.). DIB 68-90693

Finished structural parts and structures (n.e.s.)

691.1 —Finished structural parts and structures of iron or steel. DIB 68-90694
691.2 —Finished structural parts and structures of aluminum. DIB 68-90695
691.3 —Finished structural parts of zinc. DIB 68-90696*

Metal containers for storage and transport

692.1 —Tanks, vats, and reservoirs for storage. DIB 68-90697
692.11—Tanks, vats, and reservoirs for storage of iron or steel. DIB 68-90698
692.12—Tanks, vats, and reservoirs for storage of copper. DIB 68-90699*
692.13—Tanks, vats, and reservoirs for storage of aluminum. DIB 68-90700*
692.2 —Casks, drums, and similar containers used for transport. DIB 68-90701
692.21—Casks, drums, and similar containers used for transport of iron or steel. DIB 68-90702*
692.22—Casks, drums, and similar containers used for transport of aluminum. DIB 68-90703*
692.3 —Compressed gas cylinders. DIB 68-90704
692.31—Compressed gas cylinders of iron or steel. DIB 68-90705*
692.32—Compressed gas cylinders of aluminum. DIB 68-90706*

Wire products and fencing grills

693.1 —Wire cables and similar articles, not insulated. DIB 68-90707
693.11—Wire cables and similar articles, not insulated, of iron or steel. DIB 68-90708
693.12—Wire cables and similar articles, not insulated, of copper. DIB 68-90709*
693.13—Wire cables and similar articles, not insulated, of aluminum. DIB 68-90710*
693.2 —Wire of iron or steel, for fencing. DIB 68-90711
693.3 —Gauze, netting, and similar articles of wire. DIB 68-90712
693.31—Gauze, netting, and similar articles of iron or steel wire. DIB 68-90713*
693.32—Gauze, netting, and similar articles of copper wire. DIB 68-90714*
693.33—Gauze, netting, and similar articles of aluminum wire. DIB 68-90715*
693.4 —Expanded metal. DIB 68-90716
693.41—Expanded metal, iron or steel. DIB 68-90717*
693.42—Expanded metal, copper. DIB 68-90718*†
693.43—Expanded metal, aluminum. DIB 68-90719*†

Nails, screws, nuts, rivets, and similar articles

694.1 —Nails, tacks, staples, and spikes. DIB 68-90720
694.11—Nails, tacks, staples, and spikes of iron or steel. DIB 68-90721*
694.12—Nails, tacks, staples, and spikes of copper. DIB-68-90722*
694.2 —Nuts, bolts, screws, rivets, and washers. DIB 68-90723
694.21—Nuts, bolts, screws, rivets, and washers of iron or steel. DIB 68-90724*
694.22—Nuts, bolts, screws, rivets, and washers of copper. DIB 68-90725*

Tools for machines

695.1 —Handtools, mainly for agriculture or forestry. DIB 68-90726
695.2 —Other handtools and tools for machines. DIB 68-90727
695.21—Hand saws and saw blades. DIB 68-90728
695.22—Pliers, metal cutting shears, files, and similar tools. DIB 68-90729
695.23—Handtools (n.e.s.). DIB 68-90730.
695.24—Interchangeable tools for hand or machine tools. DIB 68-90731
695.25—Cutting blades for machines. DIB 68-90732
695.26—Tool tips, unmounted, of sintered metal carbides. DIB 68-90733

Cutlery

696.0 —Cutlery. DIB 68-90734
696.01—Knives. DIB 68-90735*
696.02—Knife blades. DIB 68-90736*†
696.03—Razors and razor blades. DIB 68-90737*
696.04, 05—Scissors and their blades; other articles of cutlery. DIB 68-90738*
696.06—Spoons, forks, and similar tableware. DIB 68-90739*†
696.07—Handles for cutlery of base metal. DIB 68-90740*†

Household equipment of base metal

697.1 —Domestic stoves, cookers, ovens, and space heaters. DIB 68-90741
697.11—Domestic stoves, cookers, ovens, and space heaters of iron or steel. DIB 68-90742*†
697.12—Domestic stoves, cookers, ovens, and space heaters of copper. DIB 68-90743*†
697.2 —Domestic utensils of base metal. DIB 68-90744
697.21—Domestic utensils of iron or steel. DIB 68-90745
697.22—Domestic utensils of copper. DIB 68-90746*
697.23—Domestic utensils of aluminum. DIB 68-90747
697.9 —Other household equipment of base metal. DIB 68-90748
697.91—Steel wool, pot scourers, and polishing pads of iron or steel. DIB 68-90749
697.92, 93—Indoor ornaments (n.e.s.), frames and mirrors of base metal. DIB 68-90750*

Manufactures of metal (n.e.s.)

698.1 —Locksmiths' wares. DIB 68-90751
698.11—Locks, padlocks, and keys of base metal. DIB 68-90752
698.12—Hinges, catches, and similar base metal fittings and mountings. DIB 68-90753
698.2 —Safes, strongrooms, and strongboxes of base metal. DIB 68-90754
698.3 —Chain and parts of iron or steel. DIB 68-90755
698.4 —Anchors, grapnels, and parts of iron or steel. DIB 68-90756*
698.5 —Pins and needles of iron or steel and base metal fittings. DIB 68-90757
698.51—Needles for hand sewing and similar articles of iron or steel. DIB 68-90758*
698.52—Pins, hairpins, and curling grips of iron or steel. DIB 68-90759*
698.53—Clasps, hooks, buckles, and similar articles of base metal. DIB 68-90760*†
698.6 —Springs and leaves for springs of iron, steel, or copper. DIB 68-90761
698.61—Springs and leaves for springs of iron or steel. DIB 68-90762*
698.62—Springs and leaves for springs of copper. DIB 68-90763*
698.8 —Miscellaneous articles of base metal. DIB 68-90764
698.81—Chain and parts of copper. DIB 68-90765*
698.82—Flexible tubing and piping of base metal. DIB 68-90766*
698.83—Beads and spangles of base metal. DIB 68-90767*†
698.84—Bells, nonelectric, of base metal. DIB 68-90768*†
698.85—Stoppers, crown corks, and similar articles of base metal. DIB 68-90769*
698.86—Name plates and other signs of base metal. DIB 68-90770*
698.87—Soldering and welding rods, and similar products of base metal or metal carbides. DIB 68-90771*
698.9 —Articles of base metals (n.e.s.). DIB 68-90772
698.91—Articles of iron or steel, except castings and forgings in the rough state (n.e.s.). DIB 68-90773*
698.92—Articles of copper (n.e.s.). DIB 68-90774*
698.93—Articles of nickel (n.e.s.). DIB 68-90775*†
698.94—Articles of aluminum (n.e.s.). DIB 68-90776*
698.95—Articles of magnesium (n.e.s.). DIB 68-90777*†
698.96—Articles of lead (n.e.s.). DIB 68-90778*†
698.97—Articles of zinc (n.e.s.). DIB 68-90779*
698.98—Articles of tin (n.e.s.). DIB 68-90780*

7 —MACHINERY AND TRANSPORT EQUIPMENT. DIB 68-90781

71 —NONELECTRIC MACHINERY. DIB 68-90782

Power generating machinery, other than electric

711.1 —Steam generating boilers. DIB 68-90783
711.2 —Boiler house plant. DIB 68-90784
711.3 —Steam engines. DIB 68-90785
711.31—Steam engines incorporating boilers. DIB 68-90786*†
711.32—Steam engines not incorporating boilers. DIB 68-90787*†
711.4 —Aircraft engines. DIB 68-90788
711.41—Internal combustion engines for aircraft. DIB 68-90789
711.42—Jet and gas turbines for aircraft. DIB 68-90790
711.5 —Internal combustion engines, not for aircraft. DIB 68-90791
711.6 —Gas turbines, not for aircraft. DIB 68-90792
711.7 —Nuclear reactors. DIB 68-90793
711.8 —Engines (n.e.s.). DIB 68-90794
711.81—Water turbines and other water engines. DIB 68-90795*
711.89—Other engines (n.e.s.) DIB 68-90796*

Agricultural machinery and implements

712.1 —Agricultural machinery for preparing and cultivating the soil. DIB 68-90797
712.2 —Agricultural machinery for harvesting, threshing, and sorting. DIB 68-90798
712.3 —Milking machines, cream separators, and other dairy equipment. DIB 68-90799
712.31—Cream separators. DIB 68-90800*†
712.39—Other dairy machinery. DIB 68-90801*†
712.5 —Tractors, other than road tractors. DIB 68-90802
712.9 —Agricultural machinery and appliances (n.e.s.). DIB 68-90803
712.91—Presses for winemaking and similar machinery. DIB 68-90804*
712.99—Other agricultural machinery. DIB 68-90805*

Office machines

714.1 —Typewriters and checkwriting machines. DIB 68-90806
714.2 —Calculating and accounting machines, electronic computers, and similar machines. DIB 68-90807
714.3 —Statistical machines. DIB 68-90808
714.9 —Office machines (n.e.s.). DIB 68-90809
714.91—Duplicating, addressing, and similar machines. DIB 68-90810*
714.92—Parts of office machinery (n.e.s.). DIB 68-90811*

Metalworking machinery

715.1 —Machine tools for working metals. DIB 68-90812
715.2 Other metalworking machinery. DIB 68-90813
715.21—Converters, ladles, ingot molds, and casting machines. DIB 68-90814
715.22—Rolling mills and rolls therefor. DIB 68-90815
715.23—Gas operated welding and cutting appliances. DIB 68-90816

Textile and leather machinery

717.1 —Textile machinery. DIB 68-90817
717.11—Spinning and similar machines. DIB 68-90818*
717.12—Weaving, knitting, and similar machines. DIB 68-90819*
717.13—Machines auxiliary to weaving and similar machines. DIB 68-90820*
717.14—Machinery for manufacturing or finishing felt. DIB 68-90821*
717.15—Textile bleaching, washing, finishing, and similar machinery, except domestic washing machines. DIB 68-90822*
717.2 —Machinery for preparing and tanning hides, skins, or leather. DIB 68-90823
717.3 —Sewing machines. DIB 68-90824

Machines for special industries

718.1 —Papermill and pulpmill machinery, and other machinery for making paper articles. DIB 68-90825
718.11—Machinery for making or finishing cellulosic pulp, paper, or paperboard. DIB 68-90826*
718.12—Paper cutting machines and other machinery for making articles of paper pulp, paper, or paperboard. DIB 68-90827*
718.2 —Printing and bookbinding machinery. DIB 68-90828
718.21—Bookbinding machinery. DIB 68-90829
718.22—Type-making and type-setting machinery. DIB 68-90830
718.29—Other printing machinery (n.e.s.). DIB 68-90831
718.3 —Food processing machinery, except domestic. DIB 68-90832
718.31—Machinery for milling grain. DIB 68-90833
718.39—Other food processing machinery, except domestic. DIB 68-90834
718.4 —Construction and mining machinery. DIB 68-90835
718.41—Road rollers, mechanically propelled. DIB 68-90836
718.42—Excavating, leveling, boring, and similar machinery. DIB 68-90837
718.5 —Mineral crushing, sorting, molding,

$20 MILLION POLYETHYLENE PLANT, above, opened recently at Kaohsiung by U.S.I. Far East Corp., subsidiary of National Distillers & Chemical Corp., N.Y., is a major Taiwan foreign investment.

and glassworking machinery. DIB 68-90838
718.51—Mineral crushing, sorting, and similar machinery. DIB 68-90839
718.52—Glassworking machinery. DIB 68-90840

Nonelectric machinery and appliances and machine parts (n.e.s.)

719.1 —Heating and cooling equipment. DIB 68-90841
719.11—Gas generators. DIB 68-90842
719.12—Air-conditioning machines. DIB 68-90843
719.13—Furnace burners and mechanical stokers. DIB 68-90844
719.14—Industrial and laboratory furnaces and ovens, nonelectric. DIB 68-90845
719.15—Refrigerators, except domestic, and other refrigerating equipment. DIB 68-90846
719.19—Other apparatus for treating materials with heat or cold, except for domestic use. DIB 68-90847*
719.2 —Pumps and centrifuges. DIB 68-90848
719.21—Pumps for liquids. DIB 68-90849
719.22—Pumps and compressors for air and gases. DIB 68-90850*
719.23—Centrifuges, except cream separators, and filtering and purifying machinery for liquids and gases. DIB 68-90851*
719.3 —Mechanical handling equipment. DIB 68-90852
719.31—Lifting and loading machinery. DIB 68-90853
719.32—Fork lift and other industrial trucks for moving goods within a plant. DIB 68-90854
719.4 —Domestic appliances, nonelectric. DIB 68-90855
719.41—Domestic food processing appliances, nonelectric. DIB 68-90856*
719.42—Domestic refrigerators, nonelectric. DIB 68-90857
719.43—Domestic water heaters, nonelectric. DIB 68-90858
719.5 —Power tools. DIB 68-90859
719.51—Machine tools for working minerals. DIB 68-90860*
719.52—Machine tools for working wood, plastics, and other hard carving materials. DIB 68-90861
719.53—Motorized handtools, nonelectric. DIB 68-90862
719.54—Parts and accessories of machine tools. DIB 68-90863
719.6 —Other nonelectric machinery. DIB 68-90864
719.61—Calendering and similar rolling machines (n.e.s.), and their cylinders. DIB 68-90865*
719.62—Bottling and packaging machinery. DIB 68-90866
719.63—Weighing machinery. DIB 68-90867
719.64—Spraying machinery. DIB 68-90868*
719.65—Automatic vending machines. DIB 68-90869*
719.66—Railway track fixtures and fittings. DIB 68-90870*
719.7 —Ball, roller, or needle-roller bearings. DIB 68-90871
719.8 —Machinery and appliances (n.e.s.). DIB 68-90872
719.9 —Parts and accessories of machinery (n.e.s.). DIB 68-90873
719.91—Molding boxes for metal foundry and molds, except ingot molds. DIB 68-90874*
719.92—Taps, cocks, valves, and similar appliances (n.e.s.). DIB 68-90875*
719.93—Transmission shafts and cranks, pulleys and similar machinery. DIB 68-90876*
719.94—Metal-plastic joints. DIB 68-90877*
719.99—Machinery parts, nonelectric (n.e.s.). DIB 68-90878*

72 —ELECTRIC MACHINERY, APPARATUS, AND APPLIANCES. DIB 68-90879

Electric power machinery and switchgear

722.1 —Electric power machinery. DIB 68-90880
722.2 —Switchgear and other electric circuit apparatus. DIB 68-90881

Equipment for distributing electricity

723.1 —Insulated wire and cable. DIB 68-90882
723.2 —Electrical insulating equipment. DIB 68-90883
723.21—Electrical insulators. DIB 68-90884*†
723.22—Other insulating fittings for electrical equipment. DIB 68-90885*†
723.23—Electrical conduit tubing and joints, of base metal lined with insulating material. DIB 68-90886*†

Telecommunications apparatus

724.1 —Television broadcast receivers. DIB 68-90887
724.2 —Radio broadcast receivers. DIB 68-90888
724.9 —Telecommunications equipment (n.e.s.). DIB 68-90889
724.91—Electrical line telephone and telegraph equipment. DIB 68-90890
724.92—Microphones, loudspeakers, and amplifiers. DIB 68-90891*
724.99—Other telecommunications equipment. DIB 68-90892*

Domestic electrical equipment

725.0 —Domestic electric equipment. DIB 68-90893
725.01—Domestic refrigerators, electric. DIB 68-90894
725.02—Domestic washing machines, whether or not electric. DIB 68-90895
725.03—Electromechanical domestic appliances (n.e.s.). DIB 68-90896
725.04—Electric shavers and hair clippers. DIB 68-90897*
725.05—Electric space and water heaters, and similar equipment. DIB 68-90898

Electric apparatus for medical purposes and radiological apparatus

726.1 —Electromedical apparatus. DIB 68-90899
726.2 —X-ray apparatus. DIB 68-90900

Other electric machinery and apparatus

729.1 —Batteries and accumulators. DIB 68-90901
729.11—Primary batteries and cells. DIB 68-90902
729.12—Electric accumulators (storage batteries). DIB 68-90903
729.2 —Electric lamps. DIB 68-90904
729.3 —Electron tubes, photocells, and semiconductors. DIB 68-90905
729.4 —Automotive electric equipment. DIB 68-90906
729.41—Electric starting and ignition equipment for internal combustion engines. DIB 68-90907*
729.42—Electric lighting and similar equipment for vehicles. DIB 68-90908*
729.5 —Electric measuring and controlling instruments. DIB 68-90909
729.51—Electricity supply meters. DIB 68-90910
729.52—Other electric measuring and controlling instruments. DIB 68-90911
729.6 —Electromechanical handtools. DIB 68-90912
729.7 —Electron and proton accelerators. DIB 68-90913*
729.9 —Electric machinery and apparatus (n.e.s.). DIB 68-90914
729.91—Electromagnets, permanent magnets, and electromagnetic appliances. DIB 68-90915*
729.92—Electric furnaces, welding, and cutting apparatus. DIB 68-90916
729.93—Electric traffic control equipment. DIB 68-90917*
729.94—Electric signaling apparatus (n.e.s.). DIB 68-90918*

729.95—Electrical condensors. DIB 68-90919*
729.96—Electrical carbons. DIB 68-90920*
729.98—Electric parts of machinery and appliances, (n.e.s.). DIB 68-90921*
729.99—Other electric goods and apparatus (n.e.s.). DIB 68-90922*

73 —TRANSPORT EQUIPMENT. DIB 68-90923

Railway vehicles

731.1 —Steam railway locomotives and tenders. DIB 68-90924†
731.2 —Electric railway locomotives, not self-generating. DIB 68-90925
731.3 —Railway locomotives, not steam or electric. DIB 68-90926
731.4 —Self-propelled railway cars. DIB 68-90927
731.5 —Railway passenger cars, not self-propelled. DIB 68-90928
731.6 —Railway freight and maintenance cars, not self-propelled. DIB 68-90929
731.61—Railway service vehicles. DIB 68-90930
731.62—Railway freight cars. DIB 68-90931
731.63—Road-rail and similar containers. DIB 68-90932*
731.7 —Parts of railway locomotives and rolling stock (n.e.s.). DIB 68-90933

Road motor vehicles

732.1,6—Passenger cars and chassis with engines mounted. DIB 68-90934
732.2 —Buses. DIB 68-90935
732.3,5—Trucks and tractors for tractor-trailers. DIB 68-90936
732.4 —Special purpose trucks and vans. DIB 68-90937
732.7 —Other chassis with engines mounted. DIB 68-90938*†
732.8 —Motor vehicle bodies, chassis, and other parts, except for motorcycles. DIB 68-90939
732.81—Bodies for motor vehicles, except motorcycles. DIB 68-90940*
732.89—Other parts for motor vehicles, except motorcycles. DIB 68-90941*
732.9 —Motorcycles, motorized cycles, and parts. DIB 68-90942
732.91—Motorcycles, autocycles, and sidecars. DIB 68-90943*
732.92—Parts for motorcycles, autocycles, and sidecars. DIB 68-90944*

Road vehicles other than motor vehicles

733 —Road vehicles other than motor vehicles. DIB 68-90945
733.1 —Bicycles and other cycles, and parts. DIB 68-90946
733.11—Bicycles and other cycles. DIB 68-90947
733.12—Parts of bicycles and other cycles. DIB 68-90948
733.3,4—Trailers and other vehicles, not motorized; invalid carriages. DIB 68-90949

Aircraft

734.1 —Aircraft. DIB 68-90950
734.9 —Airships, balloons, and parts of aircraft, airships, and balloons. DIB 68-90951
734.91—Airships and balloons. DIB 68-90952*
734.92—Parts of aircraft, airships, and balloons. DIB 68-90953

Ships and boats

735.1 —Warships. DIB 68-90954
735.3 —Ships and boats, except warships. DIB 68-90955
735.8 —Ships and other vessels for breaking up. DIB 68-90956*
735.9 —Ships and boats (n.e.s.). DIB 68-90957
735.91—Tugs. DIB 68-90958
735.92—Dredgers and other special purpose vessels. DIB 68-90959
735.93—Buoys and other floating structures. DIB 68-90960*

8 —MISCELLANEOUS MANUFACTURED ARTICLES. DIB 68-90961

Sanitary, plumbing, heating, and lighting fixtures and fittings

812.1 —Central heating apparatus. DIB 68-90962
812.2 —Sinks, wash basins, and other sanitary and plumbing fixtures of ceramic materials. DIB 68-90963
812.3 —Sinks, wash basins, and other sanitary and plumbing fixtures of iron or steel. DIB 68-90964
812.4 —Lighting fixtures, lamps, and lanterns. DIB 68-90965
812.41—Illuminating and signaling glassware. DIB 68-90966
812.42—Lamps, lighting fittings, and parts of base metal. DIB 68-90967
812.43—Flashlights and other portable lamps. DIB 68-90968

Furniture

821.0 —Furniture. DIB 68-90969
821.01—Chairs and parts. DIB 68-90970*†
821.02—Medical and similar furniture and parts. DIB 68-90971*
821.03—Mattresses and similar stuffed furnishings. DIB 68-90972*
821.09—Furniture and parts (n.e.s.). DIB 68-90973*

Travel goods, handbags, and similar articles

831.0 —Travel goods, handbags, and similar articles. DIB 68 90974

Clothing, except fur clothing

841 —Clothing, except fur clothing. DIB 68-90975
841.1 —Clothing, not knitted or crocheted. DIB 68-90976
841.11—Men's and boys' outer garments, not knitted or crocheted. DIB 68-90977
841.12—Women's, girls', and infants' outer garments, not knitted or crocheted. DIB 68-90978
841.13—Men's and boys' under garments, not knitted or crocheted. DIB 68-90979
841.14—Women's, girls', and infants' under garments, not knitted or crocheted. DIB 68-90980
841.2 —Clothing accessories, not knitted or crocheted. DIB 68-90981
841.21—Handkerchiefs. DIB 68-90982
841.22-24—Shawls, scarves, ties, collars, cuffs, and similar accessories, not knitted or crocheted. DIB 68-90983*
841.25—Corsets, suspenders, and similar articles, including knitted or crocheted. DIB 68-90984
841.26—Gloves, stockings, and socks, not knitted or crocheted. DIB 68-90985
841.29—Other clothing accessories (n.e.s.). DIB 68-90986*
841.3 —Leather clothing and accessories. DIB 68-90987
841.4 —Clothing and accessories, knitted or crocheted. DIB 68-90988
841.41—Gloves, knitted or crocheted, not elastic or rubberized. DIB 68-90989*
841.42—Stockings and socks, knitted or crocheted, not elastic or rubberized. DIB 68-90990
841.43—Under garments, knitted or crocheted, not elastic or rubberized. DIB 68-90991
841.44—Outer garments, knitted or crocheted, not elastic or rubberized. DIB 68-90992
841.45—Knitted or crocheted fabric, elastic or rubberized. DIB 68-90993*
841.5 —Headgear. DIB 68-90994
841.51—Headgear of felt. DIB 68-90995*
841.52—Headgear, plaited. DIB 68-90996*†
841.53—Headgear, knitted, crocheted, or of textile fabric, except felt. DIB 68-90997*†
841.54—Headbands, linings, and other parts of headgear. DIB 68-90998*
841.59—Other headgear. DIB 68-90999*†
841.6 —Rubber clothing and accessories. DIB 68-91000

Fur clothing

842.0 —Fur clothing. DIB 68-91001
842.01—Articles of furskins. DIB 68-91002
842.02—Artificial fur and articles. DIB 68-91003*

Footwear

851.0 —Footwear. DIB 68-91004
851.01—Footwear, rubber or plastic. DIB 68-91005*†
851.02—Footwear with soles of leather, rubber, or plastic. DIB 68-91006*†
851.03—Footwear with soles of wood or cork. DIB 68-91007*†
851.04—Footwear with soles of other materials. DIB 68-91008*†
851.05—Gaiters, spats, leggings, and similar articles. DIB 68-91009*†

Scientific, medical, optical, measuring, and controlling instruments and apparatus

861.1 —Optical elements. DIB 68-91010
861.11—Optical elements, unmounted. DIB 68-91011*
861.12—Optical elements, mounted. DIB 68-91012*
861.2 —Spectacles and frames. DIB 68-91013
861.21—Frames and parts for spectacles. DIB 68-91014*†
861.22—Spectacles and similar articles. DIB 68-91015*†
861.3 —Binoculars, microscopes, and other optical instruments. DIB 68-91016
861.31, 32—Binoculars and refracting telescopes (n.e.s.); astronomical instruments and their mountings. DIB 68-91017
861.33—Microscopes and diffraction apparatus, electron and proton. DIB 68-91018*
861.34—Compound optical microscopes. DIB 68-91019*
861.39—Optical appliances and instruments (n.e.s.). DIB 68-91020*
861.4 —Photographic cameras other than motion-picture; flashlight apparatus. DIB 68-91021
861.5 —Motion-picture cameras, projectors, and sound recorders. DIB 68-91022

861.6 —Photographic and motion-picture apparatus (n.e.s.). DIB 68-91023
861.61—Image projectors, enlargers, and reducers, except motion-picture. DIB 68-91024
861.69—Photographic equipment (n.e.s.). DIB 68-91025
861.7 —Medical instruments. DIB 68-91026
861.71—Medical instruments and appliances, except electromedical. DIB 68-91027
861.72—Mechanotherapy appliances and similar apparatus. DIB 68-91028*
861.8 —Meters and counters, nonelectric. DIB 68-91029
861.81—Gas or liquid supply meters. DIB 68-91030
861.82—Revolution, production, and similar counting devices. DIB 68-91031*
861.9 —Measuring, controlling, and scientific instruments. DIB 68-91032
861.91—Surveying and similar instruments. DIB 68-91033*
861.92—Balances. DIB 68-91034*
861.93—Drawing, measuring, calculating, and similar instruments. DIB 68-91035*
861.94—Technical models for demonstration. DIB 68-91036*
861.95—Mechanical appliances for testing physical properties of industrial materials. DIB 68-91037*
861.96—Hydrometers, thermometers, and similar instruments. DIB 68-91038*
861.97—Instruments for measuring or controlling the flow, depth, pressure, etc. of liquids or gases. DIB 68-91039*
861.98—Instruments, except mechanical, for physical or chemical analysis. DIB 68-91040*
861.99—Parts and accessories of measuring, controlling, and scientific instruments. DIB 68-91041*

Photographic and motion-picture supplies

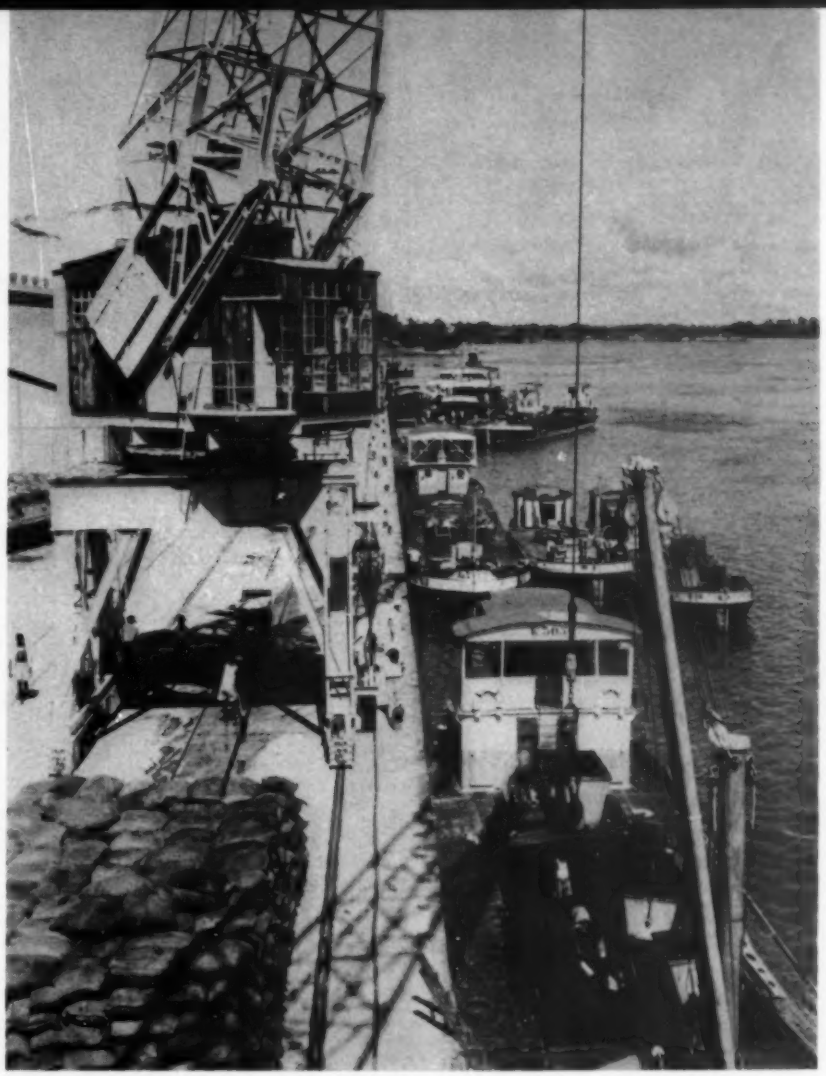
862.3 —Chemical products and flashlight materials used in photography, for retail. DIB 68-91042*
862.4 —Photographic film, plates, and paper, and developed film other than motion-picture. DIB 68-91043
862.41—Photographic plates and film in the flat, sensitized, unexposed, except of paper, paperboard, or cloth. DIB 68-91044
862.42—Film in rolls, sensitized, unexposed. DIB 68-91045
862.43—Paper, paperboard, and cloth, sensitized, not developed. DIB 68-91046
862.44, 45—Sensitized plates and film, exposed, not developed; plates and film, except motion-picture, exposed and developed. DIB 68-91047*

Developed motion-picture film

863.0 —Motion-picture film, developed. DIB 68-91048
863.01—Sound track, developed. DIB 68-91049*†
863.09—Other motion-picture film, developed. DIB 68-91050*†

Watches and clocks

864.1 —Watches, watch movements, and cases. DIB 68-91051
864.11—Wrist watches and other watches. DIB 68-91052*
864.12—Clocks with watch movements. DIB 68-91053*†
864.13—Watch movements, assembled. DIB 68-91054*†
864.14—Watch cases and parts. DIB 68-91055*



BARGES ARE UNLOADING at Kinshasa port on the Congo River, where lively trade traffic is maintained.

864.2 —Clocks, clock movements, and parts. DIB 68-91056
864.21—Instrument panel clocks. DIB 68-91057*†
864.22—Clocks (n.e.s.). DIB 68-91058*†
864.23—Timeclocks. DIB 68-91059*
864.24—Time switches with clock movement. DIB 68-91060*†
864.25—Clock movements, assembled. DIB 68-91061*†
864.26—Clock cases and parts. DIB 68-91062*†
864.29—Clock and watch parts (n.e.s). DIB 68-91063*†

Musical instruments, sound recorders and reproducers, and parts

891.1 —Phonographs, tape recorders, and other sound recorders and reproducers, and parts. DIB 68-91064
891.11—Phonographs, tape recorders, and other sound recorders and reproducers. DIB 68-91065*
891.12—Parts of phonographs, tape recorders, or other sound recorders or reproducers. DIB 68-91066*
891.2 —Phonograph records, and other sound recordings and recording media. DIB 68-91067
891.4 —Pianos and other string musical instruments. DIB 68-91068
891.41—Pianos, other keyboard string instruments, and harps. DIB 68-91069†
891.42—Other string musical instruments. DIB 68-91070*†
891.43—Musical instrument strings. DIB 68-91071*†
891.8 —Musical instruments (n.e.s). DIB 68-91072
891.81—Pipe and reed organs. DIB 68-91073*†
891.82—Accordions, concertinas, and mouth organs. DIB 68-91074*†
891.83—Other wind musical instruments. DIB 68-91075*†
891.84—Percussion musical instruments. DIB 68-91076*†
891.85—Electrical musical instruments. DIB 68-91077*†
891.89—Other musical instruments (n.e.s.). DIB 68-91078*†
891.9 —Parts and accessories of musical instruments. DIB 68-91079*

Printed matter

892.1 —Books, pamphlets, and maps, printed. DIB 68-91080
892.11,12—Printed books and pamphlets; children's picture and painting books. DIB 68-91081*
892.13—Maps and hydrographic charts. DIB 68-91082
892.2 —Newspapers and periodicals. DIB 68-91083
892.3 —Music, printed or in manuscript. DIB 68-91084
892.4 —Picture postcards, picture greeting cards, and transfers, printed. DIB 68-91085*
892.41—Transfers. DIB 68-91086*
892.42—Picture postcards and picture greeting cards, printed. DIB 68-91087*
892.9 —Printed matter (n.e.s.). DIB 68-91088
892.91—Paper or paperboard labels. DIB 68-91089*
892.92—Plans and drawings for industrial or commercial purposes, not printed. DIB 68-91090*†
892.93—Unissued stamps, banknotes, and similar documents. DIB 68-91091*†
892.94—Calendars of paper. DIB 68-91092*
892.99—Other printed matter, including printed pictures and photographs. DIB 68-91093*

Articles of plastic materials

893.0 —Articles of plastic materials. DIB 68-91094

Perambulators, toys, games, and sporting goods

894.1 —Baby and invalid carriages, not motorized or self-propelled. DIB 68-91095*
894.2 —Children's toys and indoor games. DIB 68-91096
894.21—Wheeled toys and doll carriages. DIB 68-91097*
894.22—Dolls. DIB 68-91098*
894.23—Toys (n.e.s.). DIB 68-91099*
894.24—Equipment for indoor games. DIB 68-91100*
894.25—Christmas decorations. DIB 68-91101*
894.3 —Nonmilitary arms. DIB 68-91102
894.31—Firearms, except military weapons, revolvers, and pistols. DIB 68-91103*†
894.32—Other nonmilitary arms. DIB 68-91104*†
894.33—Parts of nonmilitary arms. DIB 68-91105*
894.4—Other sporting goods. DIB 68-91106
894.41—Fishing and hunting equipment. DIB 68-91107
894.42—Other requisites for outdoor sports. DIB 68-91108
894.5 —Fairground amusements. DIB 68-91109*

Office and stationery supplies (n.e.s.)

895.1 —Office and stationery supplies of base metal. DIB 68-91110
895.11—Filing cabinets and similar office equipment, except furniture of base metal. DIB 68-91111
895.12—Fittings for files, paper-clips, and similar stationery goods of base metal. DIB 68-91112*
895.2 —Pens, pencils, and fountain pens. DIB 68-91113
895.21—Fountain pens, propelling pencils, penholders, and parts. DIB 68-91114
895.22—Pen nibs and nib points. DIB-68-91115

Market Share Reports now on sale

The Market Share Reports listed on pages 3-14 of this issue of *International Commerce* may be purchased from the Clearinghouse for Federal Scientific and Technical Information, Code 410.11, Springfield, Va., 22151.

Country reports cost $3 each; commodity reports, $1.50. Checks should be made payable to the Department of Commerce, CFSTI. Deposit accounts may be opened with a minimum payment of $25. Clearinghouse prepaid coupons also will be accepted.

895.23—Pencils, crayons, drawing charcoals, and chalk. DIB 68-91116
895.9 —Other office and stationery supplies. DIB 68-91117
895.91—Inks, other than printing. DIB 68-91118
895.92—Slates for writing. DIB 68-91119*†
895.93—Date, sealing, and similar stamps, hand-operated. DIB 68-91120*
895.94—Typewriter and similar ribbons and ink pads. DIB 68-91121
895.95—Sealing wax and copying pastes. DIB 68-91122*†

Works of art, collectors' pieces, and antiques

896.0 —Works of art and antiques. DIB 68-91123
896.01—Paintings, drawings, and pastels, executed by hand, other than commercial. DIB 68-91124*†
896.02—Original engravings, prints, and lithographs. DIB 68-91125*†
896.03—Original sculptures and statuary. DIB 68-91126*†
896.04—Postage and similar stamps of philatelic interest. DIB 68-91127*†
896.05—Naturalists' collections and collectors' pieces of numismatic and other interest. DIB 68-91128*†
896.06—Antiques (n.e.s.). DIB 68-91129*†

Jewelry and goldsmiths' and silversmiths' wares

897.1 —Gold, silver, and platinum jewelry; goldsmiths' and silversmiths' wares. DIB 68-91130
897.11—Jewelry of precious metal. DIB 68-91131
897.12,13—Goldsmiths' and silversmiths' wares, laboratory and industrial articles of precious metal. DIB 68-91132
897.14—Articles incorporating pearls, precious or semiprecious stones. DIB 68-91133*
897.2 —Imitation jewelry. DIB 68-91134

Manufactured articles (n.e.s.)

899.1 —Articles and manufactures of carving or molding material. DIB 68-91135*
899.11—Worked tortoise shell and articles. DIB 68-91136*†
899.12—Worked mother-of-pearl and articles. DIB 68-91137*†
899.13—Worked ivory and articles. DIB 68-91138*†
899.14—Worked bone and articles. DIB 68-91139*†
899.15—Other worked animal carving material and articles. DIB 68-91140*†
899.16—Worked vegetable carving material and articles. DIB 68-91141*†
899.17—Worked jet, amber, meerschaum, and articles. DIB 68-91142*†
899.18—Molded or carved articles of wax, natural gums and resins, and similar materials. DIB 68-91143*†
899.2 —Basketwork and other articles of plaiting materials; brooms and brushes. DIB 68-91144
899.21,22—Plaits and similar products; basketwork and other articles of plaiting materials. DIB 68-91145*
899.23-26—Brooms and brushes; brushmaking knots and tufts; feather dusters. DIB 68-91146*
899.27—Hand sieves and riddles. DIB 68-91147*
899.3 —Candles, matches, combustible products, and smokers' requisites. DIB 68-91148
899.31—Candles, tapers, and similar products. DIB 68-91149*
899.32—Matches. DIB 68-91150
899.33—Combustible preparations and products (n.e.s.). DIB 68-91151*
899.34—Mechanical lighters and parts except flints and wicks. DIB 68-91152*
899.35—Smoking pipes, cigarette holders, and parts. DIB 68-91153
899.4 —Umbrellas, parasols, and similar articles. DIB 68-91154
899.41—Umbrellas and parasols. DIB 68-91155*†
899.42—Canes, riding crops, and similar articles. DIB 68-91156*†
899.43—Parts of umbrellas, canes, and similar articles. DIB 68-91157*†
899.5 —Small ware and toilet articles. DIB 68-91158.
899.51—Powder puffs and pads. DIB 68-91159*
899.52—Buttons, button molds, and similar articles. DIB 68-91160*
899.53—Slide fasteners and parts. DIB 68-91161*
899.54—Combs and similar articles. DIB 68-91162*
899.55—Corset stays and similar supports for apparel. DIB 68-91163*
899.56—Scent and similar sprays for toilet purposes. DIB 68-91164*
899.57—Tailors' dummies and animated displays for window dressing. DIB 68-91165*
899.6 —Orthopedic and prosthetic appliances, and hearing aids. DIB 68-91166
899.61—Hearing aids. DIB 68-91167
899.62—Orthopedic and prosthetic appliances. DIB 68-91168
899.9 —Other manufactured articles. DIB 68-91169
899.91—Articles made from gut and similar materials. DIB 68-91170*
899.92—Prepared feathers, down, and articles. DIB 68-91171*
899.93—Artificial flowers and fruit. DIB 68-91172
899.94—Human hair and other hair for wigs. DIB 68-91173*
899.95—Wigs, switches, and similar articles. DIB 68-91174*
899.96—Fans, nonmechanical, and parts. DIB 68-91175*
899.97—Vacuum bottles, except glass liners. DIB 68-91176
899.98—Parachutes. DIB 68-91177
899.99—Catapults and similar aircraft launching gear, etc. DIB 68-91178

U.S. textile progress, orderly import rise seen as LTA result

World cotton arrangement, now in sixth year, called beneficial to ailing American industry, developing lands' industrialization

Confident expenditures in modernization by the U.S. textile industry and orderly growth in cotton textile exports by the developing nations testify to the achievements of an international agreement in the cotton textile field now entering its sixth year.

These were highlights of a report on the agreement—known as the Long Term Arrangement or LTA—made to the United Textile Workers of America by a Commerce Department official.

Stanley Nehmer, Deputy Assistant Secretary of Commerce for Resources, told the union's convention in Miami Beach this month that there are 30 countries now participating in the Long Term Arrangement, and that its five-year term has been extended beyond the original Sept. 30, 1967, expiration date for three more years.

"The key concept of the LTA," he explained, "is to provide growing opportunities for exports of cotton textiles from developing countries so as to avoid disruptive effects in individual markets and on individual lines of production—in short, orderly growth in trade."

Nehmer said that an important by-product of the LTA is the opportunity to negotiate bilateral agreements that have more flexibility than the LTA itself. The first such agreement was concluded by the U.S. with Japan in 1963, and it has been followed by agreements with 21 other countries.

Getting job done

Reviewing developments under the program and in recent U.S. textile trade, Nehmer supplied a "qualified yes" to the question of whether the Long Term Arrangement had done its job. He made these points in arriving at his answer:

"True enough, our imports of cotton textiles have doubled since 1961. But what would have happened if there had not been a Long Term Arrangement, and if the United States had not otherwise imposed controls on cotton textile imports?

"In the absence of the LTA or other controls, cotton textile and apparel imports, without question, would have been considerably higher. Some have estimated that imports might be as high as 3 billion square yards now—twice as high as has actually occurred.

"The chances are that if imports had been permitted to remain uncontrolled in 1961, there would have been a major attrition in the capacity of the domestic textile industry, with serious consequences to jobs and wages.

"Instead, the LTA and the Government's seven-point program, from whence it sprang, breathed new life into the textile industry. The determination to place cotton textile imports on an orderly basis, and other actions taken under the seven-point program, helped restore the industry's confidence and encouraged it to invest in its future. Capital spending soared from $500 million in 1961 to a record-smashing $1.13 billion in 1966—one of the greatest modernization drives in the history of the industry.

U.S. meets obligation

"At the same time, we have more than met our obligation to the less-developed countries to permit them to obtain real growth in their cotton textile exports. The more they earn from exports the more opportunities American industry has to sell to them."

Nehmer said that because the LTA has proved to be a useful device in international trade, some observers have suggested it may be adopted "in other areas where there can be a rapid buildup in production and exports from low-cost countries and where such a buildup threatens disruption of established industries."

He pointed out that the LTA is not to be considered a "protectionist measure, unilaterally imposed," but "a multilaterally agreed upon arrangement, negotiated under the auspices of the General Agreement on Tariffs and Trade."

He also noted that it is "not a rigid, inelastic trade-constricting device," but one of proven flexibility whose results "have met market conditions in importing countries fully."

At the same time, the Commerce official acknowledged that the LTA does not significantly control the movement of cotton-synthetic blends, even though these can be made on the same machines as cotton textiles, nor does it cover imports of wool or man-made fiber textiles.

He observed: "It is in the area of man-made fibers and blends that the most rapid developments have come. Imports of man-made fiber textiles have surged more than four-fold in the last five years —from less than 213 million square yards in 1962 to more than 933 million square yards last year. Our largest supplier is Japan, with whom we have an agreement to control cotton textile imports."

Nehmer concluded: "On balance, the LTA on cotton textiles has worked. It has helped an ailing textile industry get on its feet and contribute to the growth of our economy. In the past seven years, U.S. textile sales have climbed from $13.4 billion to $18.7 billion.

"Of even greater consequence, through the development of the textile program we have established the foundation upon which this industry can grow in the decades ahead."

Ivory Coast publishes investment guide

To help potential foreign investors, the Ministry of Planning has recently published the *Ivory Coast Investment Guide* in an attractive 94-page booklet format. For an evaluation of the present state of the Ivory Coast economy, see the Economic Trends Report on page 28 of the May 6 issue of INTERNATIONAL COMMERCE.

The *Guide*, written in French, is divided into three parts. The first part deals with general background of the country, basic structure of the economy, and the Ivory Coast's participation in regional, political, and economic organizations.

Part two touches on laws and regulations on establishing a business and on customs duties, prices, taxes, reinvestments, and foreign trade.

Part three is concerned with costs: construction, electric power, water, petroleum, transportation, and labor. In the appendix is a useful list of addresses of Ivorian official and private organizations concerned with foreign investments.

The Ivory Coast Government is planning to publish an English langauge version of the *Investment Guide* later.

To obtain a copy of the *Investment Guide* and specific details concerning opportunities in particular industries, interested firms should write to the Ministry of Planning, Post Office Box 649, Abidjan, Ivory Coast.

First quarter payments balance unfavorable by over $500 million

Both liquidity and official reserve computations are better than fourth quarter figures; special transactions improve both

The U.S. balance of payments, computed on both the liquidity and official reserves transactions bases, remained unfavorable during the first quarter.

Preliminary figures on international transactions of the United States in the first quarter of 1968 indicate that the seasonally-adjusted balance of payments, measured on the liquidity basis, was adverse by about $600 million. This compares with a seasonally adjusted adverse balance of about $1,850 million in the fourth quarter of last year, and an adverse balance of close to $3.6 billion in 1967 as a whole.

The balance measured on the liquidity basis represents the changes in U.S. official reserve assets and in liquid liabilities to all foreign residents reported by U.S. official agencies and U.S. banks. Before seasonal adjustment this balance was adverse by $230 million, reflecting a decline of about $900 million in official reserve assets and of $670 million in liquid liabilities to foreign residents.

The first quarter balance measured on the official reserve transactions basis was favorable by about $90 million, but after seasonal adjustment it was adverse by $520 million. In the fourth quarter of last year this balance after seasonal adjustment was adverse by about $1,220 million, and for 1967 it was adverse by about $3.4 billion.

The balance measured on this basis represents the changes in U.S. official reserve assets and in liquid and nonliquid liabilities to foreign monetary authorities reported by U.S. official agencies and U.S. banks.

Special transactions

Special financial transactions and large temporary transactions improved the U.S. balance of payments measured on the liquidity basis by about $250 million, and the balance measured on the official reserve transactions basis by about $50 million.

Following are some transactions that improved the liquidity balance:

- The $360 million liquidation of bank-reported assets, which cannot be repeated over the long run.
- Receipts of about $210 million from new stock issue by a U.S. subsidiary of a foreign corporation.
- Net receipts of $190 million from foreign official and international investments in medium-term time deposits and special government bonds (excluding the quarterly purchase by Germany).

In contrast, special adverse developments affecting the liquidity balance were:

- ► The $450 to $500 million reduction in the trade balance resulting from actual and anticipated strikes.
- ► The $35 million sale of World Bank bonds by a foreign government.

The Commerce Department's Office of Business Economics reports that official reserves declined about $900 million during the first quarter. This change consisted of a $1,360 million drop in official gold holdings, which was partly offset by a $400 million rise in holdings of convertible currencies and a $60 million increase in the U.S. gold tranche position in the IMF.

Gold pool accord

The large losses of reserves of the United States and other countries participating in the London gold pool operations resulted in an agreement among the financial authorities of these countries on Mar. 17, "that officially-held gold should be used only to effect transfers among monetary authorities", that it no longer be supplied to the London or any other gold market, and that the price of gold used in transfers among monetary authorities and in the valuation of official reserves remain unchanged, but that the price of gold traded by others be free to reflect market conditions.

Liquid liabilities to foreign residents declined $670 million in the first quarter. This decline was the net result of a $1,360 million drop in liquid dollar assets held in the U.S. by foreign official agencies, and a rise of about $690 million in those held by foreign banks and other private residents. After adjustment for seasonal variations, and for investments by foreign official agencies, dollar liabilities to foreign official agencies declined less than $400 million.

Non-military merchandise exports, adjusted for seasonal variations, increased about $460 million from the last quarter of 1967, the first major rise in a year. Seasonally adjusted merchandise imports increased $680 million.

The balance on nonmilitary merchandise trade declined about $220 million from the previous quarter to only $100 million in the first quarter. This compares with a quarterly average nonmilitary merchandise balance of about $1 billion in the first three quarters of last year.

Net purchases of foreign securities amounted to about $400 million, after seasonal adjustment, compared with about $315 million in the fourth quarter.

U.S. banks reported net capital inflows of $360 million after seasonal adjustment, resulting from a reduction in foreign assets held by themselves and for domestic customers. About half of the reduction was in outstanding long-term bank loans. In the previous quarter, banks reported net capital inflows of $85 million, and in 1967 as a whole, net capital outflows of about $470 million.

Foreign investments

Net foreign investments—mainly by foreign official agencies and international organizations—in time deposits or certificates with an original maturity of one year or more, and in nonconvertible, nonmarketable, medium-term government bonds amounted to over $310 million, nearly as much as in the previous quarter. These investments do not affect the balance measured on the official reserve transactions basis but improve the balance measured on the liquidity basis. Foreign purchases of such bonds include the quarterly receipt of $125 million from Germany to help offset U.S. military expenditures in that country.

Other transactions for which data are not yet available, but for which the balance can be derived as a residual between receipts and payments on those transactions for which data are available, resulted in net payments of about $1.9 billion. This is less than the quarterly average of over $2.2 billion in 1967.

Complete balance of payments tables and analyses of them will be published in the June *Survey of Current Business*. The magazine is available from Field Offices of the Department of Commerce, or from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402, at an annual subscription price of $6; single copy, 45 cents.

California's Wynn Oil Company, Woodward & Dickerson of Phila. win 'E's for export success

Washington ceremonies honor firms that initiated new programs, adapted products to meet specifications of overseas markets

A California producer of automotive and industrial oil and a Pennsylvania export marketing firm are the latest recipients of "E" awards for expanding exports.

Wynn Oil Co. of Azusa, Calif., credits its increase in exports during the past two years to cooperative advertising with its distributors and adaptation of products to meet customer specifications. The use of bonded warehouses in Australia, Mexico, Peru and Venezuela also aided the firm in its exporting.

Wynn officials accepted the Presidential "E" award in a ceremony in the office of Secretary of Commerce C. R. Smith. This was the first "E" presentation by the new Secretary since he has taken office.

Wynn Oil Co. manufactures chemical additive products for automotive and industrial use. Its 19 products range from small-package consumer goods to bulk containers holding up to 53 gallons.

Wynn began exporting friction proofing products in 1950, at a time when they had not achieved full nationwide distribution in the United States. Wynn has expanded its exports until they are now sold in some 60 countries.

Wynn aids distributors

In planning its overseas merchandising program, the company chose distributors who were already well established in their countries and who, in most cases, would handle Wynn products exclusively. Wynn furnishes literature, point-of-sale material, sales training information and labeling tailored to a particular market and in the local language and idiom.

Wynn also employs a cooperative plan to provide up to 15% of cost of advertising and sales promotion for distributors.

Occasionally, special multi-national promotional activities are developed involving several distributors. One such is a planned program of three Chilean youths traveling from Chile through Peru, Colombia, Panama, Costa Rica, Nicaragua, El Salvador, Guatemala and Mexico in a Model A Ford, using Wynn products and featuring the slogan "With Wynn's you will always get there."

In Europe, Australia and Latin America Wynn employs nationals as field sales managers. The men travel almost continually to meet with distributors in each local area, and offer the parent company information on changing market conditions which may be expected to affect the sale and promotion of Wynn products.

Wynn requires its staff members in the international operations division to be at least bilingual, and to travel to the various areas in which the company does business to conduct meetings. The company's research and development department has devoted most of its time in the past two years to export marketing.

Wynn has set up five production locations outside the United States at various times during the past 17 years, but only two of these are operating at present. The company found that, in general, when U.S.-made products were substituted for local blending and packaging, sales increased. Despite difficulty in supply and inventory, the line "Made in U.S.A." on the containers seemed to make a big difference in sales.

For many years Wynn released merchandise to foreign importers only upon receipt of letters of credit. The establishment of custom-bond warehouses in several major world market cities, due to increased sales volume in these areas, now enables the Wynn distributors to have a larger, more readily accessible supply of merchandise without a substantial investment.

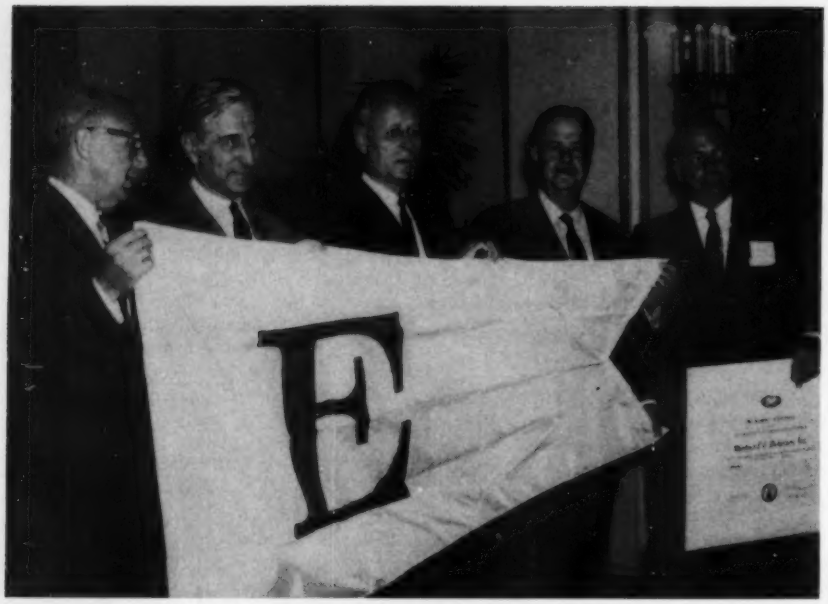
Conventions scheduled

Wynn held a worldwide convention of international distributors on Majorca in 1966, to discuss sales plans in both the automotive and industrial fields. The next worldwide meeting is scheduled for Athens the end of this month.

In November 1966 Wynn participated in the U.S. Solo Exhibition in Caracas and was so pleased with the results that the vice president of international operations manned the company's booth at the U.S. Trade Fair in Milan.

To promote international trade, Wynn personnel belong to such organizations as the Foreign Trade Assn. of Southern California and the Latin American Committee of the Los Angeles Chamber of Commerce, and participate in the programs of

SECRETARY OF COMMERCE C. R. Smith (2nd r.) presented 'E' award to Wynn Oil Co. Attending ceremony were (l. to r.): Luis J. Dashwood, Wynn int'l sales mgr.; Wesley E. Bellwood, Wynn pres.; Sec'y Smith; U.S. Rep. Lionel Van Deerlin. Firm makes chemical additives for autos, industries.



'E' AWARD CEREMONY for Woodward & Dickerson took place in Washington D.C. Attending were (l. to r.): board chrmn. Herbert Rauchfuss; Under Sec'y of Commerce Howard Samuels; Robert Bieber, Foreign Agric. Service; Sen. Hugh Scott, who made presentation; William H. Wurster, company head.

the Southern California Regional Export Expansion Council.

Woodward & Dickerson, Inc., a Philadelphia marketing firm, has received the Presidential "E" award for increasing exports of its bulk agricultural commodities to more than 90 countries. The company conducted on-the-spot negotiations, appointed new foreign distributors, paid personal visits to agents and overseas offices, and arranged for credit terms as part of its big export drive.

The company's exports of soybean meal, peanuts, peanut oil and meal, rice, fertilizer, and other commodities to commercial buyers in foreign markets have increased to nearly 60% of sales.

Woodward & Dickerson also has been actively engaged in various U.S. Department of Agriculture barter programs that have resulted in export sales of surplus agricultural commodities.

The company prides itself on making unusual efforts to initiate sales. For example, company personnel drove from Kabul, Afghanistan, to the Pakistani border to determine whether lower freight rates could be achieved in order to enable competition in fertilizer sales with Russia.

Woodward & Dickerson officials also visited Vietnam, in the central area that includes Camh Ranh Bay, to plan the setting up of a distribution and dry mix fertilizer plant after the end of the war.

Woodward exported the first tonnage of U.S. urea fertilizer to the Sudan. To secure the sale, Woodward had to accept payment in long staple cotton, which was then resold to the United Kingdom, the traditional market.

Woodward & Dickerson arranged a sale of 200,000 metric tons of brown rice in bulk to the Republic of Korea through an unusual financing arrangement of a 35-month minimum period.

Floating warehouses used

The company has done business for many years with the Dominican Republic, especially in the peanuts/peanut oil trade. As the living standard has risen in the Dominican Republic, the use of peanut oil as a cooking oil has increased. Woodward & Dickerson imported the oil in drums from Rotterdam, then exported it to the Dominican Republic to supplement local production. To meet the increasing competition from Nigeria and Argentina, the company purchased two vegetable oil barges of 1,000 metric tons capacity each, and towed them to the Dominican Republic for use as floating warehouses.

Woodward executives credit this innovation with enabling the company to fill an order for 11,000 metric tons of peanut oil in bulk, bringing nearly $7 million into the United States in 1964-65. Still not satisfied, the company wished to sell U.S.-grown peanuts rather than imported peanut oil. So, Woodward demonstrated to the Dominicans that they could buy peanuts from the U.S., purchase crushing equipment and crush the peanuts themselves at a saving. During 1967 Woodward sold more than 22,000 tons of shelled peanuts grown in Texas and Oklahoma.

Woodward also makes regular exports of soybean meal, peanut meal and other vegetable proteins.

Woodward pioneered in exporting sulfuric acid in bulk in stainless steel tankers from the United States to several West Indian and Latin American destinations.

The "E" award was presented by Senator Hugh Scott of Pennsylvania on behalf of Secretary of Commerce C. R. Smith and Secretary of Agriculture Orville Freeman at a special ceremony in Washington, D.C.

Commerce Secretary asks business help in VISIT USA program

Letters sent to international firms urging encouragement of U.S. travel

More than 500 leading U.S.-based international firms have received letters from Secretary of Commerce C. R. Smith urging them to strengthen the country's travel promotion program by encouraging their foreign employees to visit the United States.

In a letter to major corporation presidents, Secretary Smith cited a recommendation of President Johnson's Special Task Force on Travel, established last fall, which encouraged business to devise financial and professional travel incentives, to tie in public relations and advertising with U.S. travel promotion themes, and to distribute promotional literature abroad.

The current campaign relates closely to the BUSIVISIT program of the U.S. Travel Service insituted in the fall of 1966 to encourage business travel as part of the Travel Service's overall VISIT USA program, an attempt at reducing the U.S. balance-of-payments deficit.

Under BUSIVISIT some 200 corporations and trade associations are working with the government on incentive plans, employee orientation and training trips, and efforts to increase attendance at U.S. conventions and trade fairs.

Latest Foreign Market Report listing contains 293 titles

Future computerized lists of reports from commercial officers abroad will be available to readers by free subscription

The listing of Foreign Market Service Reports, formerly published in INTERNATIONAL COMMERCE every month, will be available on a free subscription basis to interested readers. It will not be repeated in this magazine. Those wishing to receive future listings as they are printed should fill out and mail in one of the coupons contained on the following pages.

U.S. commercial officers abroad prepare Foreign Market Service Reports detailing commodity data in individual countries. These reports are listed by computer as they are released, for prompt service to businessmen.

The reports are catalogued by Standard Industrial Classification number, with detail at the five-digit level, and are also classified under various economic headings.

Monthly listings of these reports are prepared and added to those already in the Commerce Department's data bank, which will eventually include retrievable records on all foreign service reports on particular commodities from individual countries.

The reports should be ordered by DIB number (such as DIB 68-04-001).

The reports are available for $1.50 each from the Clearinghouse for Federal Scientific & Technical Information, U.S. Department of Commerce, Springfield, Va. 22151. Make checks payable to the Clearinghouse.

01—AGRICULTURAL PRODUCTION

01000—Agricultural Production

Australia: Scientific & technical developments during 1967 with possible industrial application in the United States, 16pp, (DIB 68-04-052); **Australia:** New Government scheme to aid exports, 5pp, (DIB 68-04-190); **Australia:** Market promotion competition, 12pp, (DIB 68-04-189); **Austro-Albanian** commodity lists for 1968, 1p, (DIB 68-04-193); **Austria:** Increase in taxes on imports, 4pp, (DIB 68-04-191); **Austria:** 1951 Food Law amendment proposed, 2pp, (DIB 68-04-192); **France:** Market promotion competition, 5pp, (DIB 68-04-194).

Greece: Agricultural policy—prices, markets, productivity, 15pp, (DIB 68-04-195); **Japan:** Newspaper articles on land law revision, food intake & import policy, labor shortage, 10pp, (DIB 68-04-198); **Kenya:** 20th annual conference of National Farmers' Union, 7pp, (DIB 68-04-199); **Portugal:** Agricultural situation—crop conditions, 4pp, (DIB 68-04-205); **Republic of S. Africa:** Market promotion competition, 9pp, (DIB 68-04-201); **Uruguay:** Agricultural policy—prices, markets, productivity & manpower, 9pp, (DIB 68-04-202); **West Germany:** Government reports on agriculture situation, 16pp, (DIB 68-04-196).

01120—Cotton

Colombia: Cotton, 13pp, (DIB 68-04-278); **Dominican Republic:** Cotton & sisal fibers, 1p, (DIB 68-04-211); **Guatemala:** Cotton, 7pp, (DIB 68-04-272); **India:** Views of S. S. Marathe on industrial recovery, 5pp, (DIB 68-04-045); **India:** Cotton textile purchase by USSR, 2pp, (DIB 68-04-281); **India:** Cotton—quarterly, 13pp, (DIB 68-04-280); **Iran:** Cotton, 8pp, (DIB 68-04-282); **Peru:** Cotton quarterly, 8pp, (DIB 68-04-004); **Republic of S. Africa:** Cotton, 3pp, (DIB 68-04-279); **Sudan:** Cotton, 6pp, (DIB 68-04-276); **Turkey:** Cotton, 5pp, (DIB 68-04-277); **West Germany:** Textile mill expert calls for new technology in harvesting & ginning, improved bagging of American cotton, 6pp, (DIB 68-04-034); **Yugoslavia:** Cotton—semiannual, 10pp, (DIB 68-04-273).

01130—Cash Grains

India: Views of S. S. Marathe on industrial recovery, 5pp, (DIB 68-04-045); **Sweden:** Grain—semiannual, 9pp, (DIB 68-04-219).

01131—Food Grains

Australia: Wheat yields decline, 3pp, (DIB 68-04-283); **Australia:** Wheat sales to Communist China, 2pp, (DIB 68-04-220); **Australia:** Rice situation quarterly, 6pp, (DIB 68-04-155); **Belgium-Luxembourg:** Grain & feed report, 14pp, (DIB 68-04-212); **Brazil:** Grain & feed—rice production costs—1966/67 and 1967/68, 2pp, (DIB 68-04-158); **Brazil:** Grain & feed—rice, 4pp, (DIB 68-04-157); **Canada:** Durum wheat—proposed wheat study, U.S. wheat consultations, higher wheat price guarantees proposed, 7pp, (DIB 68-04-286); **Ceylon:** Rice—foreign trade, 4pp, (DIB 68-04-161); **Ceylon:** Rice—prospects for 1967/68 maha crop, 2pp, (DIB 68-04-160); **Ecuador:** Rice, 5pp, (DIB 68-04-162).

Guatemala: Rice—annual, 6pp, (DIB 68-04-173); **India:** Sale of wheat and rice in Delhi open market, 1p, (DIB 68-04-217); **India:** Foodgrain imports, 4pp, (DIB 68-04-213); **Japan:** Annual rice report, 9pp, (DIB 68-04-163); **Japan:** Food agency purchases 55,000 tons Taiwan rice, 1p, (DIB 68-04-164); **Malaysia:** Rice quarterly report, 4pp, (DIB 68-04-165); **Mexico:** Grain & feed—rice—quarterly, 2pp, (DIB 68-04-166); **Morocco:** Grain & feed—rice, 5pp, (DIB 68-04-167); **Pakistan:** Rice—quarterly, 6pp, (DIB 68-04-168).

Peru: Rice—semiannual, 6pp, (DIB 68-04-169); **Philippines:** Rice quarterly report, 7pp, (DIB 68-04-154); **Sierra Leone:** Rice, 2pp, (DIB 68-04-170); **Switzerland:** Durum wheats, feed grains—quotas & subsidies, grain imports, stockpile wheat, international grain agreement, 5pp, (DIB 68-04-285);

01137—Field Crop Seeds & Field Seeds

Belgium-Luxembourg: Grain & feed report, 14pp, (DIB 68-04-212); **India:** Maize & ragi acreage spiked millet, khariff jowar, 3pp, (DIB 68-04-216); **Japan:** Corn imports from Thailand—silo investment in Bangkok, 2 pp, (DIB 68-04-218); **Switzerland:** Durum wheats, feed grains—quotas & subsidies, grain imports, stockpile wheat, international grain agreement, 5pp, (DIB 68-04-285).

01140—Tobacco

Argentina: Tobacco, 10pp, (DIB 68-04-263); **Australia:** Tobacco situation, 15pp, (DIB 68-04-148); **Austria:** Tobacco—annual, 23pp, (DIB 68-04-284); **Brazil:** Tobacco—annual, 3pp, (DIB 68-04-259); **Chile:** Tobacco, 10pp, (DIB 68-04-137); **Colombia:** Tobacco—annual, 14pp, (DIB 68-04-258); **Guatemala:** Tobacco—annual, 9pp, (DIB 68-04-242); **Honduras:** Tobacco—annual, 6pp, (DIB 68-04-136); **India:** Tobacco, 14pp, (DIB 68-04-143); **Indonesia:** Purchase of U.S. tobacco, 1p, (DIB 68-04-138); **Israel:** Tobacco—annual, 10pp, (DIB 68-04-139).

Japan: Tobacco—annual, 6pp, (DIB 68-04-243); **Jordan:** Tobacco, 7pp, (DIB 68-04-262); **Lebanon:** Tobacco, 7pp, (DIB 68-04-257); **Malaysia:** Tobacco, 16pp, (DIB 68-04-140); **Mexico:** Tobacco—annual, 5pp, (DIB 68-04-239); **Mozambique:** Tobacco annual, 4pp, (DIB 68-04-152); **New Zealand:** Tobacco, 5pp, (DIB 68-04-141); **Peru:** Tobacco—annual, 11pp, (DIB 68-04-142); **Philippines:** Tobacco—annual, 21pp, (DIB 68-04-238); **Portugal:** Tobacco—annual, 9pp, (DIB 68-04-261).

Rhodesia: Tobacco growers are praised for new advance, 1p, (DIB 68-04-151); **Singapore:** Tobacco, 17pp, (DIB 68-04-144); **Republic of S. Africa:** Tobacco, 6pp, (DIB 68-04-145); **Tanzania:** Tobacco—crop estimate 1968, 1p, (DIB 68-04-241); **Thailand:** Tobacco—production, imports, exports, 31-pp, (DIB 68-04-240); **Turkey:** Tobacco, 7pp, (DIB 68-04-260); **United Kingdom:** Government increases tobacco import duties in budget, 2pp, (DIB 68-04-146); **Yugoslavia:** Tobacco, 9pp, (DIB 68-04-147); **Zambia:** Tobacco annual, 5pp, (DIB 68-04-153); **Greece:** Tobacco—annual, 22pp, (DIB 68-04-256); **Malawi:** Tobacco annual, 4pp, (DIB 68-04-150); **Rhodesia:** Tobacco annual, 4pp, (DIB 68-04-149); **Sweden:** Tobacco—annual, 9pp, (DIB 68-04-255);

United Kingdom: Tobacco—annual, 17pp, (DIB 68-04-254).

01190—Field Crops, N.E.C.

Australia: Growing interest in alfalfa pelleting, 1p, (DIB 68-04-221).

01192—Fiber Crops Other Than Cotton

Costa Rica: Fibers, 15pp, (DIB 68-04-210); **Dominican Republic:** Fibers—cotton and sisal, 1p, (DIB 68-04-211).

01193—Sugar Crops

Zambia: Sugar factory opened, 2pp, (DIB 68-04-100).

01195—Oil Bearing Crops

Australia: Safflower crop proves uneconomical, 1p, (DIB 68-04-103); **Brazil:** Peanuts & soybeans, 4pp, (DIB 68-04-104); **Canada:** Rapeseed incoming & outgoing missions, 2pp, (DIB 68-04-287); **Dominican Republic:** Peanuts, 1p, (DIB 68-04-102); **Honduras:** Peanuts—annual, 2pp, (DIB 68-04-135); **India:** Fats & oils (peanuts), 11pp, (DIB 68-04-159); **Iran:** Soybeans, 17pp, (DIB 68-04-105); **Japan:** Fats & oils, 8pp, (DIB 68-04-106); **Malaysia:** Copra & coconut oil, 3pp, (DIB 68-04-107).

Morocco: Supply situation & outlook, 5pp, (DIB 68-04-126); **Morocco:** Purchase of soybean & sunflower oil, 3pp, (DIB 68-04-125); **Nigeria:** Peanuts, 4pp, (DIB 68-04-127); **Senegal:** Peanuts, 2pp, (DIB 68-04-130); **Republic of S. Africa:** Peanuts & sunflower seed, 5pp, (DIB 68-04-131); **Spain:** Fats & oils, 16pp, (DIB 68-04-132); **West Africa:** Peanuts, 2pp, (DIB 68-04-128); **Zambia:** Peanuts—annual, 5pp, (DIB 68-04-133).

01220—Fruits & Tree Nuts

Italy: Olive oil situation, 8pp, (DIB 68-04-065); **Spain:** Table olives, 5pp, (DIB 68-04-064).

01221—Deciduous Fruits

Chile: Dried fruits—citrus fruit, deciduous fruit (canned), 24pp, (DIB 68-04-291); **Peru:** Grapes, raisins & wine import & export statistics, 8pp, (DIB 68-04-293).

01222—Tropical Fruit Except Citrus

Ecuador: Banana exports at high level in 1967, 2pp, (DIB 68-04-292).

01224—Citrus Fruit

Chile: Dried fruits—citrus fruit, deciduous fruit (canned), 24pp, (DIB 68-04-291); **Finland:** Citrus imports, 5pp, (DIB 68-04-290).

01225—Coffee & Cocoa, Other Miscellaneous Fruit

Ivory Coast: Cocoa, 4pp, (DIB 68-04-014); **Rhodesia:** Coffee growers treble production, 1p, (DIB 68-04-101).

01226—Tree Nuts (edible)

Malaysia: Copra & coconut oil, 3pp, (DIB 68-04-107); **Philippines:** Coconut products quarterly, 11pp, (DIB 68-04-129).

01233—Miscellaneous Vegetables

West Germany: Extension of import tender for asparagus cuts & tips, 1p, (DIB 68-04-066).

01234—Potatoes

Canada: Decision made against potato value for duty, 5pp, (DIB 68-04-067).

01300—Livestock

Argentina: Livestock, 2pp, (DIB 68-04-236); **Brazil:** Annual livestock & meat report, 13pp, (DIB 68-04-209); **Costa Rica:** Livestock & meat, 22pp, (DIB 68-04-229); **Hong Kong:** Livestock & meat imports & production, 3pp, (DIB 68-04-228); **Netherlands:** Cattle balance, 4pp, (DIB 68-04-233); **Norway:** Livestock & meat—annual, 11pp, (DIB 68-04-237); **South Africa:** Cattle census for 1967, 1p, (DIB 68-04-208); **Sweden:** Livestock—annual, 29pp, (DIB 68-04-227); **Venezuela:** Livestock imports & production, 15pp, (DIB 68-04-234).

01320—Dairies

Australia: Agricultural situation—voluntary—dairy program for increased efficiency, 1p, (DIB 68-04-072); **Australia:** Voluntary—Asian milk plan faces possible set-back, 2pp, (DIB 68-04-071); **Austria:** Dairy—annual, 15pp, (DIB 68-04-081); **Belgium-Luxembourg:** Dairy, 3pp, (DIB 68-04-073); **Canada:** Annual dairy report, 34pp, (DIB 68-04-074); **Canary Islands:** Marketing of milk, 1p, (DIB 68-04-095); **Chile:** Dairy report—1966-67, 14pp, (DIB 68-04-075); **Common Market:** Overburdened EEC butter market & feed sector, 4pp, (DIB 68-04-092); **Denmark:** Annual dairy report—1967, 30pp, (DIB 68-04-079); **Dominican Republic:** Dairy products, 2pp, (DIB 68-04-080).

Ecuador: Dairy, 10pp, (DIB 68-04-082); **El Salvador:** Dairy, 6pp, (DIB 68-04-083); **Guatemala:** Dairy market report, 12pp, (DIB 68-04-085); **Honduras:** Dairy market report, 9pp, (DIB 68-04-084); **India:** Dairy, 18pp, (DIB 68-04-086); **Iran:** Dairy, 9pp, (DIB 68-04-087); **Ireland:** Annual dairy report, 9pp, (DIB 68-04-088); **Israel:** Dairy report for agricultural year 1966-67, 11pp, (DIB 68-04-089); **Malaysia:** Dairy report, 5pp, (DIB 68-04-070); **New Zealand:** Dairy, 4pp, (DIB 68-04-206).

Nicaragua: Dairy, 5pp, (DIB 68-04-178); **Peru:** Dairy—annual, 24pp, (DIB 68-04-179); **Philippines:** Dairy—annual, 18pp, (DIB 68-04-180); **Rhodesia:** Dairy—scheme for controlled milk production rejected, 1p, (DIB 68-04-093); **Republic of S. Africa:** Dairy, 6pp, (DIB 68-04-181); **Spain:** Dairy, 12pp, (DIB 68-04-182); **Trinidad:** Dairy, 9pp, (DIB 68-04-183); **Turkey:** Dairy, 7pp, (DIB 68-04-184); **Uruguay:** Dairy—annual, 5pp, (DIB 68-04-185); **Yugoslavia:** Dairy—annual, 9pp, (DIB 68-04-186); **Yugoslavia:** Butter imports from Russia considered, 2pp, (DIB 68-04-097); **Zambia:** New regulations ban sale of fresh milk on the copperbelt, 4pp, (DIB 68-04-094).

01330—Broiler Chickens

Denmark: Poultry export situation improved, 2pp, (DIB 68-04-076); **Netherlands:** Poultry & egg production July-Sept. 1967 & annual 1967, 9pp, (DIB 68-04-098); **West Germany:** Poultry meat imports from U.S., 3pp, (DIB 68-04-099).

01341—Turkeys

Austria: Imports of slaughtered poultry —Nov.-Dec. 1967, Jan. 1968, Annual 1967, 11pp, (DIB 68-04-069); **West Germany:** Poultry meat imports from U.S., 3pp, (DIB 68-04-099).

01342—Ducks

Austria: Imports of slaughtered poultry —Nov.-Dec. 1967, Jan. 1968, Annual 1967, 11pp, (DIB 68-04-069); **Netherlands:** Poultry & egg production July-Sept. 1967, 9pp, (DIB 68-04-098).

01344—Chicken, Except Broiler Chickens

Austria: Imports of slaughtered poultry —Nov.-Dec. 1967, Jan. 1968, Annual 1967, 11pp, (DIB 68-04-069); **Italy:** Regulation for importation of hatching eggs, live poultry & chicks to prevent spread of diseases, 2pp, (DIB 68-04-090); **Netherlands:** Poultry & egg production July-Sept. 1967 & Annual 1967, 9pp, (DIB 68-04-098); **West Germany:** Poultry meat imports from U.S., 3pp, (DIB 68-04-099).

01345—Eggs

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Market for advanced medical equipment in Japan offers U.S. firms excellent sales prospects

Technological improvement pushed by Japanese industry groups; new hospitals, research facilities need latest U.S. equipment

Newer to the ranks of modern medicine than other major nations, Japan still looks to outside sources for much of its advanced medical equipment.

To give American manufacturers a first-hand opportunity to introduce and promote their advanced and sophisticated products in this expanding market, the U.S. Department of Commerce will sponsor an advanced medical equipment exhibition at the U.S. Trade Center in Tokyo Dec. 9-14.

Private market research studies in Japan indicate that demand exists for a broad spectrum of specialized equipment —measuring and recording devices, data processing equipment, laser units, radiological apparatus, operating room equipment, air sterilization apparatus, stimulation and therapeutic devices, and hospital automation systems.

The market potential is broadly based among government and private research centers, hospital and clinics, university research departments, and medical centers. Japan's medical science achievements today are at the world's highest levels in all fields, and the medical profession is well-informed regarding medical developments in the United States.

These are some of the characteristics of medical advances in Japan against which sales potential can be measured:

► The rapid rise in the standard of living over the past decade has increased expenditures for health and sanitation more than 100%.

► There are now approximately 7,100 hospitals counting 1.1 million beds, besides 65,000 general clinics and more than 28,000 dental clinics.

► Physicians in Japan number some 110,000—of whom 93% are clinicians, either as practitioners or employed by hospitals, with the balance in administration, education and research.

► Prime responsibilities for research, education, and curative services are performed by university medical schools that include fully-staffed facilities for both in-patient and out-patient treatment.

► Placing a high priority on preventive medicine, the Japanese Government has established 830 health centers that concentrate on the prevention of communicable diseases, early detection of cancer and tuberculosis, and improving environmental sanitation programs.

► Concerned over inadequate hospital planning and distribution in some areas, the Government recently established a Medical Care Facilities Finance Corp. to extend low-interest, long-term loans to private hospitals and clinics for buildings and equipment.

Another trend may be in the making through efforts by Japan's Electronics Industry Deliberative Council. The industry group is encouraging the Minister of International Trade and Industry to stimulate technology in the medical electronics field. Although a domestic medical electronics industry is growing, it is unable to meet an ever-increasing demand for equipment. U.S. products are well-accepted and usually preferred by doctors and researchers.

The Tokyo exhibition will carry the newest products in U.S. advanced medical equipment to the Far East following a very successful European exposure at the U.S. Trade Center in Milan last February. Fifty-two U.S. exhibitors reported $127,000 in immediate sales during the one-week exhibition and estimated their combined sales during the first year would reach $3,012,000.

Among 26 firms seeking sales representatives, four appointed agents during the show and negotiations were under way with another 159 prospects at the show's end.

A market development program is now under way in Japan among a target audience of potential buyers for the U.S. medical equipment to be shown in December. The Trade Center staff also provides an agency-finding service for firms seeking sales representation in Japan.

Interested U.S. manufacturers can obtain additional information on the Tokyo exhibition from the U.S. Department of Commerce (BIC-936), Washington, D.C. 20230 (telephone: area code 202-967-5622), or from any of the Department's 42 Field Offices located throughout the country.

Photokina expands exhibition area for autumn 1968 edition

An exhibition area increased by 10% will greet exhibitors at the 1968 edition of photokina, Cologne's "World's Fair of Photography," scheduled for Sept. 28-Oct. 6.

As in 1966, the fair will consist of three main sections—commercial, cultural, and technical.

The commercial section is reserved for manufacturers of photographic equipment, photochemicals, and the motion picture industry.

The last photokina attracted 199,000 visitors from all parts of the world, including 27,524 trade visitors. Three days —Sept. 30 to Oct. 2—have been set aside this year for trade attendance only.

U.S. manufacturers in the fields to be featured in the commercial section of photokina have been invited to participate in the exhibition. According to the fair authorities, nearly all of the 598 direct exhibitors and 45 other represented firms which took part in the 1966 photokina have expressed their intent to come again this year.

Write: photokina, Messe- und Ausstellungs-Gesellschaft m.b.H., 5 Koln-Deutz, Postfach 140, Germany.

German dairy machine show set for June '69 in Frankfurt

The second International Dairy Equipment Exhibition has been announced for June 23-27, 1969 in Frankfurt, Germany. U.S. manufacturers, exporters, and trade associations dealing in dairy farming equipment have been invited to participate in the exhibition by the fair's organizers.

The show was first held in Munich in 1965, attracting 317 exhibitors from 13 countries. Visitors came to the 1965 exhibition from 50 foreign countries.

Application forms will be mailed to interested exhibitors during June, with the deadline for applications for exhibit space Oct. 1 of this year.

Write: Deutsche Landwirtschafts-Gesellschaft, 6 Frankfurt/Main, Zimmerweg 16, Germany.

U.S. control firms test Swedish market

Six new-to-market firms joined 27 already established U.S. manufacturers of industrial process control equipment in testing the Scandinavian market for their products at an exhibition at the U.S. Trade Center in Stockholm, Apr. 18-24.

Overall results of the promotion indicate that it was successful in stimulating future sales for old-to-market firms, while giving freshman exhibitors a "foot-in-the-door" of the highly competitive Scandinavian market.

Total attendance for the five-day show was 997, with 914 registered visitors from throughout Scandinavia and Europe.

Immediate off-the-floor sales were limited to $8,000 due to the need for adaptation of products exhibited to meet customers specific requirements. Sales over the next 12 months as a result of the promotion were conservatively projected to top $1.2 million by 30 of the participants.

Five exhibitors indicated that they were seeking new or additional representation prior to the show, and two agreements were signed, with 16 other agreements under negotiation at the show's close.

All of the exhibitors stated that they either fully or partially achieved their primary purpose for participation, and recommended that a similar, but more vertical, promotion be held within the next two years.

A new-to-market firm, Jamesbury Corp., is negotiating with three Swedish, two Norwegian, two Danish and one Finnish firm to handle their line of ball valves. They plan to sign one for each country and value the Scandinavian market at $200,000 for the next year.

Parker-Hannifin Corp., an old-to-market firm, expects $125,000 in new business to result from their participation, and they also made contact and are negotiating with two sub-distributors for Sweden.

Black, Sivalls & Bryson, Inc. is considering one of three possible Swedish agents, as well as one in Norway and one in Finland for their line of rupture discs.

Such old-to-market participants as Zefex, Inc., Samuel Moore & Co., Litton Precision Products International, Inc., Industrial Timer Corp., Fike Metal Products Corp., The Bin-Dicator Co., Beckman Instruments, Badger Meter Manufacturing Co., and Automatic Switch Co. all expect the promotion to result in new business valued between $10,000 and $25,000 over the next year.

PROSPECTIVE BUYERS examine products at booth of Hoke International (above) as local company representative points out specifications for the Hoke equipment on display at the Stockholm Center.

NEARLY 1,000 ENGINEERS and businessmen from all over Scandinavia visited exhibition (above) during five-day run. Automatic Switch Co. (below) predicted $20,000 in sales as a result of the show.

New needs build Japanese market for environmental test equipment

Opportunities also exist for U.S. independent environmental laboratories to supply testing services not available in Japan

Technological advances by Japanese industry dictate a growing demand for environmental test equipment.

A Department of Commerce exhibition at the U.S. Trade Center in Tokyo, Nov. 11-16, will enable American manufacturers of such equipment to exhibit products that hold especially strong interest in Japan—automatic control systems and programming equipment for temperature and altitude chambers, vibration equipment, and other environmental test devices.

A market survey conducted in Japan for the Commerce Department estimates current demand for these products at upwards of $10 million per year. The need is expected to increase approximately 35% over the next few years. The survey findings indicate widespread industry interest in American equipment incorporating sophisticated and automatic control systems.

There is an emerging environmental test equipment industry in Japan, but it does not meet the needs of many of the Japanese development programs served by advanced U.S. equipment.

Many segments of Japanese industry are just beginning to find a definite requirement for environmental test equipment. A prime example is the fast-growing aerospace industry now encountering test standards not met heretofore, including rigid U.S. military specifications.

Technology growing

The swift growth in technology of other industries—automotive, shipbuilding, consumer products—likewise points to additional extended use of environmental test equipment. These represent only the major markets for this U.S. equipment among Japanese industries, however. New applications of technology continue to broaden the field and open up new sales possibilities.

Equipment sales are not the only business opportunities afforded U.S. companies that exhibit at the Tokyo Center. There are definite market prospects for several of the larger U.S. independent environmental laboratories in providing environmental test services to Japanese industries either in their U.S. facilities or by establishing test facilities in Japan.

No sizeable independent laboratories of this type exist in Japan. Test services are arranged on a contract basis with several of the larger companies and a government research laboratory. The situation is described as unsatisfactory because of scheduling delays.

Japan is the top overseas customer for U.S. goods, with strong demand for capital equipment a key factor. U.S. manufacturers can gain new exposure for their environmental test equipment in this market by exhibiting in the November exhibition, to be attended by a carefully selected group of potential Japanese buyers, agents, and distributors interested in long-term business relationships.

Sales experiences or expectations are in the million-dollar range from two past Commerce-sponsored environmental test equipment shows at U.S. Trade Centers overseas. Confirmed first-year sales of $1,065,000, plus the signing of 15 agents, resulted from an October 1966 exhibition at Frankfurt, where 28 U.S. manufacturers exhibited.

At a show in London last September, 29 exhibitors reported immediate sales of $115,733 and projected another $1,343,000 in orders during the following 12 months. Four of the firms appointed a total of six agents during the exhibition.

U.S. manufacturers can obtain further information on the Tokyo show from the U.S. Department of Commerce (BIC-936), Washington, D.C. 20230 (telephone: area code 202-967-4511), or from any of the 42 Commerce Field Offices.

Japan plans lab exhibition

Plans have been announced for Japan's annual Modern Laboratory Equipment Show to be held in Tokyo Nov. 26-30. American manufacturers will have the opportunity to show their products in the new Trade Center Building located in downtown Tokyo.

The sponsors have indicated that arrangements may be made to obtain bonded areas in order to bring in duty-free exhibits.

Frankfurt fair to exhibit heating, airconditioning, and sanitary equipment

Plans have been announced for the 5th International Sanitary and Heating Trade Show to be held Mar. 26-30, 1969 at the Frankfurt Fairgrounds. This show, which takes place every two years, is not only a central meeting place for the sanitary and heating industries, but also includes associated branches like the ventilating and airconditioning industries, the manufacturers of fittings, pipes, pumps and accessories, and workshop equipment, and other industries related to the plumbing and heating fields.

During the exhibit, the 19th Congress for Heating, Ventilation, and Airconditioning will be held on Mar. 27 and 28 at the Congress Hall on the fairgrounds.

Application forms for exhibit space may be obtained from the Messe und Austellungs-G.m.b.H., Frankfurt/Main 7, Postfach. The deadline for applications is June 10. Interested firms may also write for information to the German-American Chamber of Commerce, 666 5th Avenue, New York, N.Y.

Melbourne will host exhibits on engineering, machinery

Two simultaneous shows have been announced for Melbourne, Australia, Aug. 4-9, 1969, by the sponsor of both exhibitions, The Fifth International Engineering Show and the Mining, Construction, Plant, and Materials Handling Show will be held at the Exhibition Buildings in Melbourne and in a newly-opened outdoor exhibition area adjacent to the buildings.

The 48 American exhibitors at the Fourth International Engineering Show posted floor sales of over $600,000 at the 1967 exhibition, and were predicting an additional $5 million in sales as the show closed.

An advance preview catalog of the engineering exhibition will be sent to 20,000 prospective customers and representatives in Australia. A series of conferences will be held in Sydney and in Melbourne during the exhibition by the Victorian Employers' Federation.

The second show will be held outside the Exhibition Buildings, featuring heavy equipment, mining machinery, oil and mineral exploration equipment, and construction machinery, among other categories.

Write: General Exhibitions, Fairs, and Conventions (Vic.), Pty., Ltd., 392 St. Kilda Rd., Melbourne, Australia.

Thais are big buyers

Nation in "billion dollar import league"; other suppliers outgain United States

By HAROLD C. VOORHEES

Commercial Attache, U.S. Embassy, Bangkok

American suppliers can retain and increase the U.S. share of the expanding Thai import market in the year ahead, but to do so they will have to make a greater effort than ever before.

Although statistics are not yet available, it seems certain that Thailand's commercial imports last year for the first time broke through the $1 billion mark, an expansion of about 12% over 1966. If special military program imports are added, the total is even more impressive for a country whose economy, while one of the fastest growing in the world, is still relatively small in absolute terms (the GNP is around $4.9 billion).

With Thailand now in the "billion dollar import league" and with the dramatic expansion of business opportunities here and in the Southeast Asia region generally, competition from third-country suppliers is bound to reach new intensity. Japanese and European exporters have been working hard in this market, as have a number of U.S. exporters.

Japan now supplies better than a third of Thailand's commercial imports (over $300 million c.i.f.) and the United States approximately a sixth ($130-150 million), with the United Kingdom and West Germany next in line, and Australia coming up fast. Such market-place trends as can be discerned indicate that sales by other leading suppliers, notably West Germany and Japan, are going up faster than those by the United States.

Orders harder to get

While total imports are expected to continue to rise, some orders will be more difficult to get in 1968. Last year's serious drought in important farm areas and depressed world rubber prices have affected production and marketing of certain key crops.

Government and monetary leaders are keeping close watch on the situation and have taken actions, while holding still others in reserve, to offset the restraint on rural incomes and related cash flows through the economy. Resources for these actions are ample and, coupled with such expansionary influences as increased development spending under the current five-year plan, point to continued overall growth, employment and purchasing power. Still, some farmers and businessmen are feeling a temporary pinch and are looking harder and longer at prices, terms and quality when buying tractors, pumps, workshop equipment, business machines and the like.

Machinery and equipment falling within the industrial, construction and transportation categories represent the most important lines in Thailand's imports from the United States, accounting for almost 50% of the total. Demand for such equipment is expected to increase under the influence of the overall economic growth trends and of significant expenditures under national and regional development programs.

Thailand's gross national product has been growing at 7-8% annually and is targeted, under the current five-year plan, for an 8½% annual average in the 1966-67 period. This target does not appear too optimistic considering the performance of the economy under the preceding plan, which called for an average GNP rise of 6% and achieved much more.

Important contributors to the impressive GNP growth have been the rapidly developing manufacturing, construction, trade and service sectors of the economy.

Manufacturing output, for example, has been increasing by better than 10% a year, a momentum that seems certain to be maintained if not accelerated. Productive investment is being encouraged in numerous ways, including for example broadened central bank authority enacted last December for rediscounting industrial, mining and other investment type loans extended by commercial banks.

Also, an all-time high of 139 approvals were granted in 1967 for tax holidays and other incentives to new plants and private business initiatives under Thailand's liberal investment promotion legislation. These new enterprises constitute important machinery and other sales opportunities for U.S. suppliers, since investment in them is expected to be well over $200 million, some of it in totally Thai-owned undertakings, and some of it in joint ventures between Thai and American or other foreign investors.

A $4 million vegetable and rice bran oil plant, a 45,000-50,000 ton kraft paper mill, two additional tire plants, a 500-room hotel, a doubling of production to 65,000 barrels daily of a Thai-owned oil refinery, are a few of the private investments granted incentive privileges last year. A full list of these sales prospects can be secured from the Department of Commerce.

Sales leads on upcoming investment projects can be obtained from the informative "applications received" and "applications approved" listings in the Thai Government's monthly "Investment Newsletter." Free subscriptions to this English-language newsletter are available by sending letterhead requests to Dr. Amnuay Viravan, Secretary-General, Board of Investment, Rajdamnern Avenue, Bangkok, Thailand.

Construction growth

Construction, another expanding sector of the Thai economy, offers an outlook for continued demand for building materials and earthmoving and other construction equipment. Tractors, bulldozers, excavators, scrapers, rollers, spreaders, graders and similar equipment make up an important part of Thailand's machinery imports. Third-country supplier competition is strong in these lines, but American equipment is highly regarded for its quality and durability and enjoys a preference, particularly in the heavier items, when the price and terms are right.

Some of the larger government construction projects underway or in the offing are a $7 million expansion of the runway and terminal facilities at Bangkok's Don Muang airport; a $20 million, 192-kilometer highway linking Bang-Pa-In, Ayudhaya and Nakorn Sawan; a Nongkai-Vientiane railway link; a seven-wharf expansion of the Bangkok Klong-Toi port; and a linkage of the rail line running south from Bangkok through Meklong.

Longer-term projects for which plan-

TRAINING COURSE FOR THAI AGENTS representing Clark Equipment Co. of Battle Creek, Michigan, gave them a good grounding in the product's fundamentals. The week-long course was held in conjunction with delivery of 38 of the firm's forklifts (shown at right) to the Thai Port Authority.

ning is receiving new impetus include a new Bangkok airport suitable for jumbo jet aircraft; a second "Bangkok" seaport near Sriracha; expansion of Phuket in southern Thailand into a significant ocean port; and the possible establishment of a power plant using nuclear fuel.

These and other infrastructure investments are part of the 1966-71 Five Year Plan which foresees development expenditures totaling over $2.5 billion on agriculture, power, transportation, communications, health, education and similar facilities and services, including those related to the vast Mekong Project for harnessing the Mekong River for hydroelectric power, irrigation, flood control, and other water-resource projects.

Inherent in these and other construction activities is an enlarging market for cargo and materials handling equipment. Imports of such equipment have been growing rapidly (over $1 million from the United States in 1966), with substantially higher purchases expected in the year ahead, largely under projects aimed at improving freight handling operations at ports and in the railway system. The Thailand Port Authority, for example, is planning to buy 22 mobile cranes, 36 industrial tractors, 100 diesel trucks and 275 fork-lifts under the current five-year plan.

Private buyers

Private manufacturing concerns are also prospective buyers, especially those firms setting up new and modern plants under the tax incentive program.

Private sector construction of hotels, apartment houses, plants, office buildings and residential homes is continuing at a high, almost breakneck pace in Bangkok and many provincial towns. Several large hotels in Bangkok (the 500-room Narai, the 190-room annex to the Siam Intercontinental, the 500-room Dusithanee and the 240-room Sheraton-Bangkok) are nearing completion or are well underway, with the $8 million Rama Hilton Tower soon to break ground.

This building construction, coupled with the growing popularity of air-conditioning, promises continuing and growing sales opportunities for many U.S. products, particularly air-conditioning equipment.

American air-conditioning equipment has an excellent reputation in Thailand and is a line for which expanding demand could pay handsome dividends in increased American sales.

There also are market opportunities for deep-freeze units of the kind used by hotels, stores and restaurants; for institutional kitchen equipment; for commercial-size refrigerators; and for builders' hardware and electrical contractor supplies.

Household purchasers continue to show a strong preference for small-size European or Japanese refrigerators (6-8 cubic feet) but there is also a growing demand by affluent households, some food stores and special-need purchasers for larger U.S. made units in the 9, 11 and over 12 cubic feet sizes.

Supermarket equipment is another promising line. A number of superettes have been opened in Bangkok in recent years, with the trend being toward larger stores. A list of Thai firms and persons seriously considering new supermarket and shopping center ventures was compiled recently and is available upon request to the Department of Commerce. One of these companies is looking toward a large supermarket complex coupled with a food distribution organization which would supply the supermarket as well as the several hotels and 11 restaurants it controls in Bangkok.

Recent loans by the Export Import Bank of Washington will help to spur Thai imports from the United States. Four such loans were announced in the past year: $2.1 million for the Rama Tower-Hilton Hotel; $1.05 million for the Bangkok Sheraton Hotel; $150,000 to the North Star Company in Bangkok for equipping water treating and bottling plants at Chiangmai and Pattaya; and $1 million to Bangkok Bank Ltd. for relending to rural and manufacturing firms importing agricultural and industrial equipment and materials from the United States.

More money available

Thailand's own commercial banking system is also providing increased financing for rural development under various government-assisted programs. Farm cooperatives now buy seed, fertilizers and pesticides using commercial bank loans guaranteed by the government against losses due to natural calamities. Under another program, commercial banks make small industry loans using funds supplied jointly by the government and the banks.

Transportation and communications equipment imports should rise over the next few years, since roughly 3% of the Five Year Plan expenditures are tentatively allotted to these sectors. Bids for the supply of 78 diesel locomotives are currently being reviewed by the Royal State Railways. American bidders stand a good chance of winning all or part of this order because of their relatively short delivery dates for high performance diesel electric equipment.

In communications, a program is underway for doubling country-wide telephone facilities by 1971 at an estimated cost of $60 million. Two companies, IT&T and Ericsson of Sweden, have each laid the groundwork for establishing plants to manufacture telephones and other com-

munications equipment for this program. A permanent ground station for international satellite communication will be operational shortly.

Business machines and related equipment are also promising lines. Many Thai firms and government offices are modernizing their accounting and record-keeping procedures and purchasing equipment, to keep pace with their fast-growing operations. A steady stream of Thai firms are moving into new and larger business premises. Last year over 40 new bank offices and branches were opened.

Tobacco and cotton are the leading individual farm products which Thailand buys from the United States. The Thailand Tobacco Monopoly in 1967 placed orders in the United States for 24 million pounds of tobacco valued at $16.8 million (some of which will remain stateside in storage until needed).

Use of American leaf in Thai-made cigarettes has been increasing by about 1,000 tons annually, a trend which is expected to continue in response to a demand for high-quality Virginia leaf cigarettes that has been expanding for several years. Local production of Virginia leaf, though increasing, is different in quality from U.S. leaf.

U.S. cotton sales up

Sales of U.S. cotton should also increase to keep pace with the steady growth in the number of spindles installed by Thai cotton mills. Thailand's cotton imports from the United States have increased from 30,000 to 77,000 bales in the last five years, accounting for about 70% of total imports.

Domestic production of import-quality cotton, started a few years ago, has been expanding but last year suffered drought and insect damage, deferring the time when it might reduce cotton purchases from outside sources. The growth in domestic cotton production should offer an opportunity for the sale of ginning machinery.

The foregoing is only a partial list of the U.S. products that can be sold in the expanding Thai market. With an international purchasing power backed by adequate gold and foreign exchange reserves and with an essentially free import policy, Thailand is a rapidly growing economy offering significant opportunities for U.S. manufacturers and exporters willing to make the selling effort.

Information on the U.S. Government facilities, including a 5½-floor U.S. Trade Center in downtown Bangkok, for helping U.S. firms sell or expand sales to Thailand is readily available from the U.S. Department of Commerce.

Bangkok U.S. Trade Center adopts new stance for SE Asia market

Development and service stress reflects broad-based approach to special challenges, opportunities among Thais, neighbors

By MARK C. FEER

Deputy Assistant Secretary of Commerce for Financial Policy

At a recent briefing session on Thailand, held by the American Management Association, Mr. Feer outlined the direction of the Department of Commerce's trade development effort in Thailand.

The "hard sell" product exhibition remains appropriate in the U.S. Trade Centers in industrialized countries, but we think a broader approach is needed in a developing region. Market needs are different, so the program should be different.

FEER

In Thailand, the Commerce Department is in the process of establishing its first trade development and service center, designed to meet the special challenges and opportunities inherent in markets of developing countries.

Basically, we are restructuring the U.S. Trade Center in Bangkok. It is not a complete change; to the contrary, the plan adds to what already is there.

The straight product exhibition remains in the Bangkok centers' operations plan, but complemented by other activities. The plan looks not only for short-term sales but envisions the long-range development opportunities for American exporters.

Recasting the Bangkok Trade Center as a trade development and service center is premised on Thailand's own development aspirations. We see the conduct of business through the Trade Center as an opportunity for Thais to expand their business skills. There is no business-training course as effective as the experience of actually transacting business. And the name of the game can be profit for the American manufacturer and for the Thai entrepreneur.

We have adopted a "project approach" to trade promotion in the Bangkok center. It encompasses a variety of tools—trade shows at the Center and elsewhere, seminars, and training programs.

Extended Trade Center shows will take American exhibitors and their goods from Bangkok to the growing market areas outside the city in recognition of the impressive economic growth upcountry. The first show under this arrangement was a Mining Equipment Exhibition held at the Bangkok Center in January. The 19 participants estimated that immediate and one-year sales would total $1.7 million. One local agent was appointed and negotiations were opened on ten other agency agreements.

The Mining Equipment Exhibition was timed to coincide with the Thai Mining

Market profile—Thailand

Population: 33 million; literacy rate 70% (over 10 years of age)
Gross national product: 1967 $4.8 billion; growth rate, 1967, 6.5%
Per capita GNP: $149; labor force: 14 million
Imports from U.S. 1967: $164 million, up 28% over 1966
Total Imports 1967: $1 billion: U.S. share of market—17%
Main import categories: Machinery, unmanufactured tobacco, road motor vehicles, cotton, aircraft, petroleum products, chemicals, drugs, paper.
Main trading partners: Japan, U.S., West Germany, U.K.
Currency: The Bhat, a "hard" currency
Foreign exchange reserves: $877 million as of December 1967.
Exchange rate: 20.8 Bhat to one U.S. dollar.

Convention in Bangkok. U.S. Government specialists and members of a U.S. industry-organized trade mission of mining specialists took part. Their efforts were supported by 25 industrial films and about 75 technical papers on mining subjects.

Next, 18 of the Trade Center exhibitors—some of them members of the industry mission—moved their displays to an exhibition at Phuket, in the heart of Thailand's tin and mining area. There they projected show-related sales of another $350,000 in 12 months.

Experience gained from this dual event is providing the basis for extensions of other Trade Center Shows. Tentatively scheduled for next February and March is a furniture and woodworking equipment exhibition, complete with a packaged plant. It will open at the Bangkok Center and be moved upcountry later.

A variation of the upcountry show idea is a plan for mobile exhibitions independent of major exhibitions at the Bangkok Center. A mobile exhibition of U.S. firms or distributors recruited locally in Bangkok, featuring auto-servicing equipment and power tools, traveled recently to three towns in northeastern Thailand.

Immediate and projected first-year sales reported from this exhibition reached a total of $500,000 in equipment.

Use of films and technical papers has been expanded in the regular Trade Center shows. Often they are crucial in assisting sales to potential customers. In a Medical Equipment Exhibition during April, 100 technical papers and about 40 films were furnished by participating firms, the U.S. National Institutes of Health and the American Medical Association.

Another familiar technique was employed: The medical show was timed with a Royal Thai Government medical convention in Bangkok.

Catalog shows are another new activity. Product catalogs supplied by U.S. manufacturers are introduced to the Thai market in a special Trade Center event and then become part of a permanent reference library. The first catalog show, also held in April, featured catalogs of American agricultural equipment manufacturers. Some 450 catalogs were supplied for the show and now are available for reference by Thai customers.

Three more catalog shows are scheduled this year, featuring machine tools in June, construction materials in September, and electrical hand tools in December.

An industrial film program was inaugurated at the Center in March. A weekly film night now is a regular event on the Trade Center calendar. It constitutes an institutional type of sales promotion designed to educate Thai business audiences on American methods and products.

The weekly films cover a variety of subjects. Films on agricultural equipment and animal husbandry in March preceded April's catalog show on agricultural equipment; one of the April film night subjects, medical equipment, corresponded to that month's major Trade Center exhibition; May films on machine tools and welding and cutting equipment precede next month's machine tool catalog show.

The major exhibition at the Center in October will be a Cargo and Materials Handling Equipment Show, immediately preceding the ECAFE seminar on port development in Singapore. The show will be complemented by a series of films on materials handling. And a U.S. industry-organized trade mission on materials handling is scheduled to coincide with the exhibition next fall.

FIRST U.S. TREATY WITH AN ASIAN NATION was signed with Thailand in 1833, and during the recent visit of Thai Prime Minister Thanom Kittikachorn (seated at left) to Washington, the two nations signed the latest in a series of commercial treaties going back 135 years. While Thai Foreign Minister Thanat Khoman (second from left) also looks on, Thailand's Ambassador to the United States Buchana Atthakor and Secretary of State Dean Rusk sign the instruments of ratification. The new Treaty contains sixteen articles covering such subjects as entry and sojourn, personal freedoms, access to courts, just compensation in the event of expropriation, rights with respect to establishing and carrying on business activities, property rights, taxation, exchange controls, treatment of imports and exports, treatment of shipping, and other matters affecting the status and activities of citizens and enterprises of one country within the territories of the other. Ceremony took place May 8 at the Department of State.

Human dimensions

The human dimensions of the Commerce Department trade program—directly involving development of personal skills and knowledge—underlie some of the other aspects of the 'trade development and service center' concept. They focus on the talent-development requirements of economic progress.

Salesmanship training courses for Thais have become a solid feature of the Bangkok Center since their inception last winter. Courses in the principles of U.S. salesmanship are offered to salesmen who handle American product lines for the local trading companies. The six-week courses, limited to 25 students per class, have been over-subscribed.

If there is any question about the effec-

Other aids to trade available

Commerce Department assistance to U.S. exporters in the Southeast Asian market takes many forms which are not directly related to the Trade Center in Bangkok. These include:

- Companies that registered with the Department's American International *Traders Index* as doing business in Southeast Asia recently received a letter alerting them to export opportunities opened by an Export-Import Bank loan to Thailand. The letter was accompanied by a reprint of an *International Commerce* article furnishing details on the $1 million loan which was tied to purchases of U.S. machinery and equipment;
- The Department is soliciting U.S. firms concerning a market survey that will benefit those selling in Malaysia and Singapore. The Bureau of International Commerce wants exporters' comments on the nature of marketing information or problems that merit special attention in forthcoming research on the market;
- *Trade Lists* provide U.S. exporters with the names and addresses of firms handling specific commodities in each country;
- *World Trade Directory Reports* are detailed studies of a specific foreign firm's commercial and financial status;
- *Export Market Guides*, prepared in connection with commercial exhibitions in international trade fairs and U.S. Trade Centers, are also useful to U.S. firms interested in the sales potential, international competition, and technical requirements for a particular commodity in the Southeast Asian market;
- *Foreign Market Surveys* give in-depth information on the market for a particular item. Like the export market guides, these are available for a limited number of commodities;
- *Overseas Business Reports* contain information on the economy, business climate, trade regulations and tax structure of countries all over the region.

tiveness of teaching salesmanship to local businessmen in a U.S. Trade Center overseas, consider this statement by one Thai salesman at the end of his course: "We are agents for British, German, Japanese and American products. This is the first time any of these foreign groups have tried to help us improve our salesmanship. Now that the U.S. Trade Center has taught us how to be better salesmen, we will be out pushing American products."

The "salesmanship school" has become a going concern. At one point 40 local agents, representing a total of 156 American companies in Thailand had made application to send a total of 146 salesmen to the Trade Center courses.

A credit seminar will be held for the first time next fall. Thai participants will be local bankers, managers of trading companies and government officials. The seminar will dwell on U.S. Government credit and financing services, such as Eximbank and FCIA, and will give U.S. Government personnel and businessmen a chance to talk with their Thai counterparts on banking and credit problems in Thailand.

The possibility of business management seminars is being studied. They will be similar to the sales courses but focus on adding to the skills of the local Thais in business management.

Teams from the welding equipment and auto service equipment industries are presently in Thailand on a study mission that will lead to recommendations for training programs at the Center—training or product-familiarization courses utilizing American equipment, that we feel will result in increased sales.

There can be many themes and variations in The Bangkok Trade Center program.

- *Single-sponsor shows*—that is, a single U.S. firm or its Bangkok representative using the Center's facilities—are held in most months. These shows of one or more days' duration utilize a display or seminar format, or a combination of both, for special sales promotion.
- *U.S. trade association exhibitions and promotions*, focusing attention on a broad industry, are in the planning stage for early next year.
- *Participation by U.S.* firms or their representatives in *local trade shows*, with the help of the Bangkok Center staff, also will expose American products to a broader audience—such as in the Chiengmai Winter Fair at year's end.

All these activities and services contribute to the Bangkok Trade Center's 'new look' program. Founded to sell products, the program is based on the essential factor in generating product demand—transmitting knowledge of how products are used effectively. It is directed to individuals who will operate equipment or use materials, and to managers and planners who must know how the product can meet their needs.

Yugoslavia reduces number of goods under price control

Recent actions by the Yugoslav Federal Institute for Prices have reduced the percentage of industrial goods under price control from 55% to 46%.

In February, producer's prices for forestry and wood products, as well as pots and pans, were "unfrozen." In April, producer's prices for all textile products were freed. Although there are some price controls at the retail level, chiefly on tobacco, gasoline, matches, and basic foodstuffs, most price controls are exerted at the producer's level.

One of the chief criteria employed in decisions on freeing prices is the degree of import restriction on the commodity involved. Liberal imports are used to counter excessive price rises among newly price-freed domestic goods.

Brazil to buy three jets with $9.9 million Exim loan

The Export-Import Bank of the United States has authorized an Alliance for Progress credit of $9.9 million in favor of S. A. Empresa de Viacao Aerea Rio Grandense (VARIG), Brazil's international flag carrier and Latin America's largest airline. Proceeds of the Eximbank credit will be used to help finance the purchase of three Boeing 707-320C jet airliners needed to maintain VARIG's competitive position.

In addition to the Eximbank loan, a credit for an identical amount is being advanced by The Chase Manhattan Bank, N. A.

Italy opens quotas to U.S. for raisins, tetraethyl lead

Italy has opened a $200,000 quota to the U.S. and various other countries for 1968 for raisins, for direct consumption, in packages of more than 500 grams but not more than 15 kilograms.

A quota of 240 metric tons has also been opened to the U.S. and Great Britain only, for the year 1968 for tetraethyl lead and anti-knock compounds based on tetraethyl lead.

U.S., five other nations create $500 million Development Fund to finance Tarbela Dam project

Money will pay foreign exchange costs of W. Pakistan scheme; World Bank will contribute to Fund, as well as administer it

An international agreement setting up the Tarbela Development Fund to provide nearly $500 million of external financing for the Tarbela Dam project on the Indus River in West Pakistan has been signed by representatives of Canada, France, Italy, Pakistan, the United Kingdom, the United States and the World Bank. The World Bank will administer the Fund.

The Development Fund will be used to finance purchases of imported machinery and equipment for construction of the dam.

A great complex of works is already under construction in West Pakistan to extend the use of the three western rivers of the Indus system—the Indus, Jhelum and Chenab—whose waters were allocated to Pakistan under The Indus Waters Treaty 1960. Two large storage dams, together with eight link canals totaling nearly 400 miles, barrages and related works, are included in the Indus Basin development scheme. One of the dams, the Mangla Dam on the Jhelum, came into operation last November.

Construction is well advanced on the canal system to transfer water from the western rivers for the irrigation of lands in Pakistan formerly served by the eastern tributaries of the Indus, whose waters were allocated to India.

The Tarbela project for a dam on the main stem of the Indus River itself marks a crucial further step in meeting West Pakistan's need for additional irrigation water and electric power. It will be the largest earth and rockfill dam in the world. The storage reservoirs of Mangla and Tarbela will for the first time provide water during the dry season for West Pakistan's irrigation system, which commands 33 million acres and is the largest single integrated system in the world. Furthermore, the combined power potential of the two dams is about 3,000 megawatts, which will be progressively installed to meet West Pakistan's growing power requirements.

The Tarbela project is scheduled for completion by early 1976 at a total estimated cost equivalent to $827.5 million. The agreement setting up the Tarbela Development Fund embodies a plan to finance the foreign exchange and local currency costs. The Government of Pakistan will provide the Tarbela Fund with rupees for local expenditures, now estimated at the equivalent of $335.5 million.

The bulk of the foreign exchange requirements will come from the Indus Basin Development Fund. In 1960 and 1964 this Fund was provided with foreign exchange resources equivalent to $947 million by Australia, Canada, Germany, India, New Zealand, Pakistan, the United Kingdom, the United States, the World Bank and the International Development Association.

First priority was given to completion of the Mangla project and the canal and barrage system; the balance of the foreign exchange was to be used for a second large dam project which is Tarbela. It is now expected that $324 million will be available for Tarbela from the Indus Fund.

Other contributors

The remaining foreign exchange (expressed in U.S. dollar equivalents) will be provided as follows: Canada ($4.6 million), France ($30.4 million), Italy ($40 million), the United Kingdom ($24 million), the United States ($50 million), and the World Bank ($25 million). Some of the bilateral aid may be subject to parliamentary approval.

Altogether, these promises of aid total the equivalent of $498 million and the estimated foreign exchange costs of Tarbela, including contingencies, is now estimated at $492 million. However, the Canadian, U.K. and U.S. contributions will be used only for expenditures in those countries and thus part of them may not be usable. The World Bank loan and the U.S. contribution will be reduced pro rata to the extent that there should be a reduction in foreign exchange requirements.

In addition to the funds provided for under the agreement, France and Italy have expressed willingness to make contributions of up to the equivalent of $10 million each, if at a later stage it is established that the funds are insufficient to meet the foreign exchange costs of the project.

The West Pakistan Water and Power Development Authority (WAPDA), the Government agency carrying out the Indus Basin works and the Tarbela project, intends to award the contract for the main civil works at Tarbela to a consortium of Italian and French firms led by the Italian firm, Impregilo of Milan, Italy, which won the contract after international competitive bidding. This will be the largest civil works contract ever awarded.

The Tarbela project is located on the Indus River some 40 miles northwest of Rawalpindi. It includes an earth and rockfill dam 485 feet high and about 9,000 feet long at its crest. It will be flanked by two auxiliary embankments on the left abutment. Altogether, the three embankments will contain about 180 million cubic yards of fill materials. The embankments are designed to impound 11.1 million acre feet (MAF) of water which will provide initially 9.3 MAF of live storage.

Four concrete-lined tunnels, each 45 feet in diameter at the upstream end are planned in the right abutment to divert the flow of the river during construction. Three of the tunnels will serve subsequently as power intakes and be equipped to supply four generating units each.

According to the design, the Tarbela power plant, when completed, will have 12 generating units, each rated at 175 megawatts. The present project includes a powerhouse structure to accommodate four such units, and the transport and installation of the units with related equipment. The Government of Pakistan will arrange separately for the procurement of the four units.

Milwaukee speakers listed

The Fourth Annual Wisconsin International Trade Conference, scheduled for May 22 at the Hotel Pfister in Milwaukee, has released further program information.

Featured speakers and their topics will be: E. B. Fitzgerald, president of Cutler-Hammer, Inc., of Milwaukee, on World Trade—Everyone's Ambassador At Large; and William Persen, senior vice president and worldwide coordinator for Business International Corp., on Solving U.S. Balance-of-Payments Problems.

Export controls eased on shipments of samples to East Europe; rules for some commodities are changed

Shipments valued under $200 in five categories can now be exported without extended review; tool, woodpulp, wind tunnel rules changed

The Department of Commerce has announced a new procedure to expedite export licensing for sample shipments of certain commodities to East European countries. The Department also announced changes in export controls governing several commodity categories.

Under the new sample-shipment procedure, the Department's Office of Export Control will approve applications to ship small quantities of certain commodities to East European destinations without extended review to determine whether these commodities could be approved for shipment to the same destinations in commercial quantities at a later date.

The new procedure will apply to commodity samples valued at not more than $200, and will be limited to five product categories—chemicals, drugs and pharmaceuticals; synthetic rubber; petroleum and petroleum products; lubricants, additives and operational fluids; and metals and minerals.

The procedure will apply to both export license applications and requests for authorization to re-export a product sample to a prospective buyer for his examination, evaluation or comparison. Sample-shipment licenses issued under this procedure will be accompanied by a notice advising the exporter that issuance of the license does not constitute a commitment to approve shipments in commercial quantities at a future date.

The Department also made the following amendments to the export control regulations:

► Validated licenses no longer are required for export of power operated nonelectric hand tools, pneumatic nailers and stapler guns, or component parts to East European destinations;

► Validated licenses no longer are required for export of certain grades of woodpulp to East European destinations except East Germany;

► Validated licenses will be required to export to all countries, except Canada, certain types of wind tunnels and instruments or other appliances specially designed for use with such tunnels.

Details on the sample-exporting license procedure and the commodity control changes are available in Current Export Bulletin No. 965, dated May 10. Copies may be obtained for 25 cents from any U.S. Department of Commerce Field Office, or Room 6043 of the Department of Commerce Building, Washington, D.C. 20230.

Turkey will ask investment applicants to explain delays

Foreign firms previously authorized to make investments in Turkey but who have not already done so may lose their authorization. A decree published Apr. 15 provides for withdrawal of investment authorizations under the Foreign Investment Encouragement Law if the firm has not commenced production within three years after the granting of the initial authorization and is unable to offer a satisfactory explanation for not doing so.

The affected firms are required to submit to the State Planning Office an explanation for the delay by June 15 if they wish to retain their authorization.

Uganda lifts 20% advance import deposit requirement

The Ugandan Ministry of Finance recently announced that it would no longer be necessary for banks in Uganda to require a 20% advance deposit from importers prior to issuing letters of credit. (See INTERNATIONAL COMMERCE, Sept. 11.)

The 20% deposit requirement, which had been in effect since last June 14, was part of a now abandoned plan which would eventually have required that all imports into Uganda be financed by letters of credit.

This relaxation is due to the success of the various restrictive measures introduced last June which increased foreign exchange reserves of the Bank of Uganda from $25 million in June 1967 to $37.5 million in March 1968. Other measures, such as the 5% reduction in bank credit and stringent licensing, will, however, continue in force.

Do tariff cuts of 50% mean profits for you?

Tariff cuts of up to 50% are being made by 38 foreign countries* as a result of the Kennedy Round. Thousands of U.S. products benefit. Yours are probably among them. To find out, send a complete product description (including BTN or U.S. Schedule B numbers, if known) and a list of the countries that interest you to:

Kennedy Round Service
Bureau of International Commerce, 880
U.S. Department of Commerce
Washington, D.C. 20230

* **AFRICA:** Malawi, South Africa; **EUROPE:** Austria, Denmark, EEC (includes Belgium, France, Germany, Italy, Luxembourg, and the Netherlands), Finland, Greece, Iceland, Ireland, Norway, Portugal, Spain, Sweden, Switzerland, United Kingdom, Yugoslavia; **EASTERN EUROPE:** Czechoslovakia, Poland; **FAR EAST:** Australia, Japan, Korea, New Zealand; **NEAR EAST-SOUTH ASIA:** India, Israel, Turkey; **WESTERN HEMISPHERE:** Argentina, Brazil, Canada, Chile, Dominican Republic, Jamaica, Peru, Trinidad & Tobago.

Increase in capital expenditures of foreign affiliates of U.S. firms continued in '67, but at lower rate

Slowdown is seen as resulting more from decline in economic activity abroad than from recent U.S. investment restrictions

Plant and equipment expenditures of foreign affiliates of U.S. corporations are now estimated to have been about 9% higher in 1967 than in the year before. This was less than the 16% increase in 1966 and the 21% increase in 1965. The rate of expansion has been projected to decline further—to 6%—in the current year.

The most recent survey also indicates a slower growth in foreign plant and equipment expenditures than was reported a half year earlier. At that time, an increase of 11% was projected for 1967 and one of 7.5% for 1968.

These estimates are based on reports received late last year and early this year by the Commerce Department's Office of Business Economics from about 500 major U.S. corporations with foreign affiliates. The sample has been adjusted to reflect foreign investments by all U.S. corporations.

The year-to-year changes are computed on the basis of data obtained at comparable periods in order to ensure that the comparisons reflect company reports based on similar mixtures of actual expenditures, contracts, contracts placed, and appropriations.

Relation to capital outflows

The projections for 1968 probably reflect contracts for plant and equipment placed late last year plus appropriations for outlays expected at that time to be made this year. Thus, the projections do not yet reflect the ceilings on capital outflows and reinvested earnings required under the regulations announced last January.

However, they presumably do reflect the ceilings on capital outflows to, and reinvested earnings in, affiliates in developed countries that had been set for the combined 1967-68 period under the voluntary program announced in October 1967. These ceilings were lower than those set about a year earlier for the 1966-67 period.

Plant and equipment expenditures by foreign affiliates do not necessarily depend on capital outflows from the United States and reinvested earnings, nor is there always a close relationship between these sources of funds and plant and equipment expenditures.

These sources of funds are also used to finance other capital expenditures, including purchases of equity interests in existing enterprises, as well as working capital requirements. On the other hand, plant and equipment expenditures are also financed from depreciation reserves of the foreign affiliates and from funds raised abroad.

In recent years, U.S. corporations have obtained increasing amounts of long-term capital from foreign sources. In the first three months of this year, new issues of bonds in foreign markets have increased sharply.

Therefore, the slowing down in the rate of increase in foreign plant and equipment expenditures of U.S. corporations may not necessarily be due to restrictions on capital outflows. It may reflect a slower rate of growth in economic activity abroad than had been experienced in the first half of the 1960's. It may also reflect a shift from the larger investments required in earlier years to build up productive facilities to the smaller outlays now required to meet the normal growth in foreign demand.

The slowdown in the rate of increase in plant and equipment expenditures of the foreign affiliates has not affected all industries and areas to the same extent.

Industrial patterns

After a rise of about 25% in 1966, investments in the mining industry increased about 20% in 1967. In that year, they accounted for nearly 10% of plant and equipment expenditures by all foreign affiliates of U.S. corporations. Expenditures in 1968 are expected to show another large rise of 20%.

Plant and equipment expenditures in the petroleum industry rose 11% in 1966 and about 18% in 1967. Last year they accounted for one-third of expenditures by all foreign affiliates. The most recent reports indicate that expansion in 1968 will return to the 1966 rate of advance. A rise of this magnitude would still be well above the annual average for all industries.

If the latest projections materialize, the petroleum industry will account for three-fifths of the total increase from 1967 to 1968.

Manufacturing affiliates increased their expenditures only 4% in 1967 after a rise of 18% in 1966. They accounted for about half of plant and equipment expenditures of all foreign affiliates in 1967. For 1968, an even lower increase of 2% has been projected.

Among the more important industries, investments in the chemical industry are rising at a faster rate than the average for all manufacturing industries. On the other hand, overseas investments in the transportation equipment industry are expected to decline.

Geographic patterns

An area breakdown indicates that in 1967 Europe accounted for about 38% of total expenditures, Canada for about 21%, Latin America for 17%, and all other countries accounted for approximately 25%.

In Latin America, the growth of these investment expenditures accelerated sharply, from only 2% in 1966 to over 20% in 1967. A further rise, to 29%, has been projected for 1968. The 1968 increase in Latin America is expected to be made mainly in mining and manufacturing.

Plant and equipment expenditures in Canada, which stabilized in 1967 after a rapid rise the year before, are expected to continue unchanged in 1968.

Expenditures in Europe rose about 11% in 1967, after a 23% rise in 1966. In 1968, expenditures in Europe are expected to be approximately the same as those in 1967.

In other countries, where most of the investments are made by petroleum-producing affiliates, the growth rate for expenditures is projected to rise from 12% in 1967 to about 14% in 1968.

Further detail will be included in the May issue of the *Survey of Current Business*, the monthly publication of the Office of Business Economics. The *Survey* is available from Field Offices of the Department of Commerce, or from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402, at an annual subscription price of $6, including weekly supplements; single copy 45 cents.

Portugal drops duties on some capital goods and raw materials

Levies on some other items are halved; firms in certain preferred industries will be exempted from import duties on capital goods

The Portuguese Government has published new regulations dealing with the importation of raw materials and capital equipment into Portugal. According to these regulations, since Feb. 21 certain raw materials are temporarily exempt from import duty, while others will receive a 50% reduction in duty.

Firms in certain industrial sectors will, upon application, be exempted from the payment of import duties on various kinds of capital goods. The new regulations were published in the Government Gazette (Suplemento ao Diario do Governo, I Series, No. 44 of Feb. 21).

Raw materials exempted from import duty are: unworked human hair and its waste; animal hair and bristles and their waste; seeds, fruit and spores for sowing; animal guts; raw vegetable materials used in dyeing or tanning; shellac and other lacs, natural gums, resins, gum-resins, and balsams; certain vegetable plaiting materials; tung oil; stearin; oil cake and other vegetable residues;

Various mineral products, inorganic and organic chemicals, and coloring matter; raw hides and skins; wood in the rough; virgin cork and natural cork in plates; chemical and mechanical pulp; certain paper and paperboard for electricity insulation; cellulose wadding;

Greasy wool and fleece-washed wool, not carded or combed; fine animal hair (except rabbit and hare), not carded or combed; undyed cotton, not carded or combed; vegetable textile fibers (flax, ramie, hemp, jute, etc.), raw or processed but not spun, including tow and waste;

Glass fibers for reinforcing plastics; glass fabrics for the manufacture of abrasive products; waste, scrap, shot, angular grit and wire pellets of iron or steel; unwrought copper, nickel, aluminum, zinc, and tin and their scrap and waste.

Items cut 50%

Items which will enjoy a 50% reduction in import duty are: chromium trioxide; neutral sodium sulphate; chloroethylenes; certain bovine, equine, sheep and lamb skin leather; and artificial textile fibers (discontinuous), not corded, combed, or otherwise prepared for spinning.

To benefit from the duty exemption on capital equipment, the new regulation states that the firm must be in one of several specified industrial sectors and that the national industry is not in a position to produce capital equipment of identical or similar quality. The eligible industrial sectors are: canning and preservation of fruit and horticultural products; crackers and biscuits; alimentary paste (macaroni products); textile, furniture, paper, printing, tanning, basic chemical (including fertilizers) and basic non-ferrous metal industries; manufacture of footwear, wearing apparel, ashlar and other products of rock, machinery, railroad rolling stock, spare parts and accessories for motor vehicles, metal products, professional, scientific, measuring and verification instruments, and manufactures of jewelry and goldsmith products.

The kinds of capital equipment referred to in relation to the above mentioned types of firms are: tubes, pipes and blanks therefor and tube and pipe fittings of iron (excluding cast iron), steel, copper, nickel, aluminum, lead, zinc and tin; hollow bars of copper, nickel, aluminum, magnesium, lead, zinc, and tin; tubes of magnesium; other base metals, wrought, excluding semi-manufactured articles (e.g., tungsten, molybdenum and tantulum); structures and parts of structures of iron, steel or aluminum; reservoirs, tanks, vats, and similar containers of iron, steel, copper, or aluminum; compressed gas cylinders and similar pressure containers, of iron, steel or aluminum; stranded wire cables, cordage, ropes, plaited bands, slings and the like (excluding insulated electric wire and cable) of iron, steel, copper or aluminum wire; balls, small cylinders and tups of iron or steel for crushers or grinding mills; a wide variety of machinery, mechanical appliances and electrical equipment; and various measuring, checking and analyzing instruments and apparatus.

For further information on specific products **write:** European Division, Bureau of International Commerce, U.S. Department of Commerce, Washington, D.C. 20230, including a complete product description and, if possible, the appropriate Portuguese tariff number or Schedule B export commodity number.

Argentina cuts import duties on certain capital goods

The Government of Argentina, by Decree 1756/68, recently provided a 20% ad valorem rate of duty on imports of capital goods destined for the modernization of specified branches of Argentine industry. Duties otherwise applicable to these goods currently range from 50% to 90%.

Firms wanting this reduced rate must obtain prior approval from the National Bureau of Industrial Promotion. Transfer to third parties of goods imported under this Decree is not generally permitted for five years.

Further details on the coverage and conditions of the Decree, as well as copies of the Spanish Text, are available on loan from the American Republics Division, OIRE/BIC, Department of Commerce, Washington, D.C. 20230.

Yugoslavs aim to stimulate growth by easing credit

In its annual resolution on economic policy, the Yugoslav Federal Assembly called for an increase in gross national product (GNP) in 1968 of between 3 and 4%.

To achieve this, it will be necessary to increase industrial production by 3 to 4%, agricultural production by 1 to 2%, and construction materials production by 5 to 6%. Investments in fixed assets are expected to increase by about 8%, consumption by about 6%, and exports and imports by about 7% each.

In line with this resolution, the Yugoslav National Bank reduced the level of commercial banks' mandatory reserves from 33 to 31%, thus freeing about $32 million. The national Bank is also expected to ease credit restraints (primarily on credits for exports) to increase the level of available credit funds by about $16 million.

U.S. link sought by Brazilian firm

Wants license or joint venture to make industrial machinery

Engaged in the manufacture of pulp and paper machinery, a subsidiary of a U.S. firm seeks to diversify its operation. The Rio de Janeiro company is interested in either a license or joint venture agreement to produce general industrial machinery.

Founded in 1901, the Brazilian concern has approximately 320 employees and maintains a branch office in Sao Paulo. Production facilities, including a complete machine shop, occupy a covered area of about 8,000 sq. yd.

According to the firm, labor, power and transportation facilities are available to support plant expansion.

The Rio de Janeiro concern markets its products throughout Brazil with some export to the LAFTA countries. Additional machinery made under license would be distributed primarily to these areas.

For further information write: Companhia Federal de Fundicao, 240 Rua Neri Pinheiro, Estacio, Rio de Janeiro, Guanabara, Brazil, or the U.S. parent firm, the Black Clawson Company, 200 Park Avenue, New York, New York 10003. Attention Mr. Peter Alevra.

Three Israeli firms request licenses in industrial fields

Three Israeli firms are seeking U.S. licenses to produce explosive forming and explosive plating of metals, phonograph records, automotive and industrial storage batteries.

• Haifa producer and distributor of automotive and industrial storage batteries seeks a licensing agreement with a U.S. company in this field. The Israeli company has about 25 employees.

Write: Ady Battery Works Ltd., Haifa Bay, P.O. Box 1538, Haifa, Israel. WTD.

• A producer of metal shower stalls, various types of sanitary equipment and guard rails seeks licensing agreements with U.S. firms engaged in explosive forming and explosive plating of metals.

The Israeli company is affiliated with a large industrial group which operates 35 plants.

Write: Agan Metal Works, Ltd., 43 Ha'avoda St., Industrial Center, Bat Yam, Israel. WTD.

• A Tel Aviv manufacturer and distributor of musical phonograph records seeks a licensing agreement with a U.S. recording company.

The Israeli firm, which represents several European manufacturers in this field, markets its products domestically and exports to Holland and Belgium.

Write: Unatex Import-Export, 20 Lilienblum St., P.O. Box 2467, Tel Aviv, Israel. WTD.

Nicaraguan manufacturer seeks to expand product line

A manufacturer of toiletries, pharmaceuticals, and cleaning preparations seeks licenses to make additional products in these fields.

The Nicaraguan company is interested in producing toiletries in aerosol containers; cosmetics; pharmaceuticals; household disinfectants; and sanitary preparations.

Interested parties should reply in Spanish to: Casa Comercial Ahlers S.A., Apartado Postal 987, Managua, Nicaragua. WTD.

Ecuadorian wants license to produce grinding wheels

A newly formed Ecuadorian company seeks to manufacture grinding wheels under a licensing agreement with a U.S. firm. The Ecuadorian market for grinding wheels would appear to justify local production.

Write: Mr. Eric Hamilton, Abrasivos Ecuatorianos Cia Ltda., Casilla 74, Cuenca, Ecuador.

Brazilian manufacturer looking for U.S. partner

A U.S. firm is offered majority interest in a Rio de Janeiro firm engaged in the manufacture of metal and plastic buttons, buckles, luggage and saddlery hardware.

Write: Mr. Christian Banziger, Companhia Fabrica de Botoes e Artefatos de Metal, Rua Melo e Souza 101, Rio de Janeiro, Brazil. WTD.

Argentine firm wants license for taped language courses

A Buenos Aires company engaged in the assembly and installation of language training laboratories for private and public educational institutions seeks a licensing agreement with a U.S. producer of taped foreign language training courses for the purpose of reproducing and marketing these courses in Argentina.

Write: A. Bollini Electronica Educacional, Cabildo 2092, Buenos Aires, Argentina. WTD.

Australian paint producer seeks production rights

An Australian paint manufacturer seeks a license to produce sealants, mastics and jointing compounds for use in the construction and allied industries.

Write: Raffles Paints Pty. Ltd., Blinco Street, Fremantle, Western Australia. WTD.

Investment Assistance

The licensing and joint-venture proposals listed in this section are published as an informational service for U.S. firms interested in overseas affiliations. Companies responding to these opportunities should be cognizant of the present mandatory investment regulations published in the Federal Register for Jan. 3, as amended.

To receive follow up assistance and general information about investment abroad telephone: 202-967-3786 or write: Office of International Investment, Department of Commerce (BIC-878), Washington, D.C. 20230. A (*) following the name of the foreign firm indicates that additional information is available from the above address.

WTD indicates that a World Trade Directory Report containing financial and business background information on the foreign firm is available for $2 from the Department of Commerce (BIC-924), Washington, D.C. 20230 or the nearest Department of Commerce Field Office.

U.S. firms offered opportunities to manufacture various foreign goods

Products offered are electronic light control device for automobiles, road-marking machinery, copying lathes, brushwood cutter, other items

Manufacturers in West Germany, Switzerland, France, and The Netherlands are seeking U.S. licensees to produce and distribute their products for the U.S. market.

Products offered are an electronic light control device for automobiles, road-marking machinery, copying lathes, brushwood cutter, tube and pipe joining systems.

Additional details concerning these products and the names and addresses of the manufacturers may be obtained by writing the Office of International Investment, code 874, Bureau of International Commerce, Department of Commerce, Washington, D.C. 20230, referring to the appropriate File number accompanying each opportunity.

• A West German manufacturer has expressed an interest in locating a licensee in the U.S. to manufacture an electronic light control device for automobiles.

The device, for which there is a U.S. patent, indicates at the time the automobile ignition is turned on whether any of the electrical equipment including the tail lights, head lights, or parking lights are inoperative. **File 1594**

Road marking machinery

• A West German manufacturer of road-marking machinery is seeking a U.S. licensee to manufacture and market its various models of hand and self-propelled road stripers.

One model, a three-wheel hand operated machine with tubular steel frame is designed for painting stripes in confined areas such as large garages or parking lots. This model, which has a six gallon paint container, can make continuous or broken lines with widths up to seven inches.

Another model, a truck mounted assembly with trailing seat, paints continuous or broken lines up to a width of 39 inches with no loss of paint and no cleaning required for spray limiters such as rolling discs, guide plates. As soon as the job is completed, the painting unit can be moved away at speeds up to about 55 m.p.h.

A third model, a self-contained vehicle with overall width without lateral arm of about 38 inches, operates at speeds up to about 10 m.p.h. This vehicle has two engines providing full marking capacity independent of driving speed, and a new type spray head which prevents waste of paint. **File 1595**

• A Swiss machinery manufacturer is seeking a U.S. firm to manufacture its line of copying lathes in the U.S. under licensee agreement or in a joint investment venture.

Copying lathes

The copying lathes involved are medium to large sizes, designed for simplicity of operation, and great reduction of setting, changeover, handling and checking times in machining of either small or large batches of workpieces.

These lathes, which correspond to U.S. standards, have been marketed in Europe, Japan, the United States, and other areas of the world. **File 1596**

• A French firm is seeking a U.S. licensee to manufacture a device for cutting brush, shrubs, hedges and entangled vegetation.

This device consists of a 22 teeth circular saw blade, 12 inches in diameter, attached to a semi-flexible 59 inch shaft. The small motor which powers the saw blade is mounted on a lightweight carriage with two spoked wheels. A strap from the carriage encircles the operator's waist for movement of the carriage as the cutting is performed. **File 1597**

• A Dutch manufacturer is offering to license an American firm to produce its unique tube and pipe joining systems for use in the lawn furniture, scaffolding, shelving and toy industries. The firm claims the system in unique in that no couplings are used. The connection is stamped on the steel or aluminum tube in such a way as to make possible putting of one tube on the other, one tube into the other and one tube through the other. The flexibility of the design permits the horizontal or vertical tube to be set at other than right angles.

Patents have been granted in 17 countries including the U.S. **File 1566-R**

British firms seek rights on several U.S. products

Two British firms are seeking U.S. licenses to manufacture small or medium sized machines and electronic equipment.

• A manufacturer of textile, air conditioning, catering equipment, and machinery seeks licenses to produce any type of small or medium sized machines and machined components.

The British firm is experienced in the design and production of all types of automatic machines for industry.

Write: Gallone Engineering Co. Ltd., Meadow Lane, Long Eaton, Nottingham, England. WTD.

• A British manufacturer and distributor of electronic instruments and microwave equipment seeks a license on behalf of its Scottish operation.

The Scottish affiliate is engaged in the production of electronic-mechanical equipment.

Write: Microwave Systems Ltd., 32 Hunting Gate, Hitchin, Hertfordshire, England.* WTD.

Nicaraguan firm requests licensing arrangements

A manufacturer of toiletries, pharmaceuticals, and cleaning preparations seeks licenses to make a wide range of household products.

The firm is interested in producing nonpersonal spray deodorizers; household insecticides and repellants; glass cleaning preparations; drain pipe and toilet bowl cleaners; white shoe polish; floor cleaning preparations and polishes.

Interested parties should reply in Spanish to Caldera Industrial S.A., Apartado Postal 1189, Managua, Nicaragua. WTD.

Congolese plans motels; seeks U.S. partner

A Congolese entrepreneur, presently operating a successful hotel in one of the better residential areas of Kinshasa, is looking for a joint venture partner on a 50-50 basis to build five motels throughout the Congo.

The U.S. partner is requested to furnish capital and technical assistance.

Interested parties should reply in French to: A La Rigole, 602 Av. Dahlias, B.P. 252, Limete, Kinshasa.

Sales await in Yugoslavia

Country's drive to modernization reflected in plans to purchase equipment

The continuing process of economic reform in Yugoslavia presents American businessmen with a variety of new export opportunities.

A keen demand exists in Yugoslav industry to modernize production techniques and increase productivity. This is reflected in the desire to purchase abroad new equipment embodying the latest technology. Increasing amounts of foreign exchange in the hands of individual Yugoslav enterprises, as well as some easing of domestic credit restrictions makes 1968 appear to be a year in which many Yugoslav firms will be in the market for new plant and equipment. This is particularly true in certain industries, which have performed very well despite the overall slowdown in the rate of growth of Yugoslavia's economy during the last two years.

Areas registering substantial growth include tourism, catering, chemicals, agriculture, oil refining, shipbuilding, electric power production, food processing, textiles, printing machinery, and air conditioning.

Listed below are tenders published in the official gazette representing a wide range of equipment to be purchased by Yugoslavian enterprises.

Since the information available is sketchy and in some cases, the bid deadlines, are relatively inadequate for suppliers to offer a well-reasoned proposal, interested suppliers should contact immediately the listed customers for additional information. Suppliers should also provide the customers with initial information on their capabilities, and if necessary, request a bid deadline extension. Quotations should include price delivery and payment conditions.

Additional information is available from the General Industrial Equipment and Components Division, Business & Defense Services Administration (BDSA-588), Department of Commerce, Washington, D.C., 20230. Telephone: 202-967-5585.

Air conditioning and refrigeration

● Complete system for an IBM 360/30 computer operating room.
Tender No. S1. list SFRJ #13. Bid deadline July 2, or earlier, Masino-Impex, Zagreb/Varsavska 9, Mark: IV/Kov-181.★

● Complete cold storage industrial equipment, including remote controls and air conditioning. Tender No. S1.list SFRJ #12. Bid deadline June 25. Agropromet, Karlovac, Jugoslovenske Narodne Armije 8.

● Industrial refrigeration equipment for new cold storage warehouse; continuous process of fruit and vegetable freezing, 2,000 kg/hr. capacity; freezing of containerized merchandise in noncontinuous process, 15 tons per day; warehousing of processed and frozen merchandise. Tender No. S1.List #16. Bid deadline July 23. Veletrznica I Hladnjaca, Sluzba Investicija Zagreb-Zitnjak, Autoput bb.★

Brewery equipment

● Complete equipment, 200,000 hectoliters per year capacity. Tender No. S1. list SFRJ #13. Bid deadline July 2. Generalinvest, Zagreb/Proleterskih Brigada 41, Postanski Pretinac 02-295, Sluzba za investicione radove, Za, Pikpec.★

● A complete brewery, 2,400 hectoliters per day capacity. Tender No. S1. list SFRJ #15. Bid deadline July 16. Poljoopskrba, Export-Import, Zagreb/Varsavska 3-5.★

Miscellaneous

● Two complete grinding mills for nonmetallic materials, one 15,000-20,000 tons capacity and the other, 20,000-25,000 tons capacity. Tender No. S1. list SFRJ #11. Bid deadline June 18. Brodomaterijal, Export-Import, Sektor uvoza, Rijeka, P.O. Box 396.

● Metal finishing equipment: complete line of equipment for enameling plant, 1000 tons per year of flat parts and 1500 tons per year of cast tubs; degreasing machines; enameling machines; furnace with drying kilns and enamel coaters; preparation and grinding of enamels. Tender No. S1. List SFRJ #11. Bid deadline June 18. Masino-Impex, Export-Import, Zagreb, Varsavska 9.

● Supply of one electro-portal crane, 110/5 Mp. Tender No. S1. List SFRJ #15, bid deadline July 16. Uljanik Shipyards, Pula/Rade Koncar 1, Nabavno Odeljenje.★

● Cement plant capable of 320,000 tons per year capacity with one rotary cement kiln 800 tons per day capacity, dry process. Tender No. S1. list SFRJ #15. Bid deadline July 16. Masino-Impex, Zagreb, Varsavska 9.

● Chemical machinery and equipment: sulphur, incl. elementary SO_3. Tender No. S1. List SFRJ #15. Bid deadline July 16. Invest Import, Export-Import, Beograd/Terazije 5/V, VIII Uvozna, Poslovnica.

● Paper industries machinery: complete reconstruction of a paper plant and of wood pulp plant. Tender No. S1. List SFRJ #11. Bid deadline June 18. Fabrika Hartije i Drvenjace, Cacak, Industriski Prolaz 6.

● Nineteen machines, metalworking: drills, grinding machines, lathes, electro-chamber furnace, transporters, induction tempering equipment, for automobile motors plant. Tender No. S1. List SFRJ #15. Bid deadline July 16. Invest Import, Export-Import, Beograd/Terazije 5, II Uvozri sektor.

Printing equipment

● Printing machines, bookbinding machines, lettersetting machines, auxiliary machines and apparatus for the graphic industry, notebook production machines and offset lines. Tender No. S1. list SFRJ #13. Bid deadline July 2. Jugopapir Export-Import, Beograd/Sremska 6.

● Printing and bookbinding machinery and equipment: hand lettersetting, linotype, stereotype, photoengraving, electronic controls, bookbinding and auxiliary equipment; also, offset, mimeograph machines, addressograph machines, typewriters, calculators, computers and other type machinery. Tender No. S1. list SFRJ #15. Bid deadline July 16. Grafika, Export-Import, Zagreb, Vinogradska 25.

● Scanner, etching machines, one, two and four color offset printing machines, copperplate printing machines, bookbinding machinery, and auxiliary equipment. Tender No. S1. List SFRJ #15. Bid deadline July 16. Grafoimpex, Zagreb/Brescenskoga 4.★

● Typesetting machines: hand and other types; photoengraving machines; electronic equipment for selection of printing colors, and auxiliary equipment. Tender No. SL. List #16. Bid deadline July 23. Grafika, Export-Import, Zagreb/Vinogradska 25.★

Shoe machinery

● Five double vulcanizing presses for multicolored rubber boots; one conveyor belt, 6570 mm long, 1250 mm wide, and 1350 mm high; one machine for pressing plastic footwear, with 12 working positions; and ten double vulcanizing presses for rubber soles. Tender No. S1. List SFRJ #11. Bid deadline June 18. Masino-Impex, Import-Export, Zagreb/Varsavska 9.

● One hundred and seventy machines: cutting-up, cementing, grinding, pressing, drilling, dyeing, polishing, decorating, sealing, sewing, stitching, calibrating, stretching, conveyor belts. Tender No. S1. List SFRJ #13. Bid deadline July 2. Masino-Impex, Export-Import, Zagreb/Varsavska 9, Mark: II/3468/AG.

● Sewing, pressing and vulcanizing machines. Tender No. S1. List SFRJ #12. Bid deadline June 25. Masino-Impex II/3059/AG Zagreb/Varsavska 9.

● Ninety six machines for making and repairing shoes. Tender No. SL. List #16. Bid deadline July 23. Teking Invest, Beograd/7, jula 9.

Textile machinery

● Machines for threading drawn and combed wool; doubling and spinning machinery; looms for wool cloth, finishing machines and dyeing machines. Tender No. SL. list SFRJ #15. Bid deadline July 16. Teking Invest, Export-Import, Beograd/7. jula 9.

● Knitting machines; cotton and silk lingerie sewing machines and automatic looms for rubber and cotton ribbons. Tender No. S1. List SFRJ #11. Bid deadline June 18. Medjumurska

Trikotaza, Nabavna Sluzba, Cakovec, Novakova 10.

- Twenty nine machines: looms, drying kilns, sewing machines for cotton, synthetics, jute and rubberized cloth. Tender No. S1. List SFRJ #13. Bid deadline July 2. Masino-Impex, Sektor uvoza, Zagreb/Varsavska 9.
- Thirty wool finishing machines, five types. Tender No. S1. List SFRJ #13. Bid deadline July 2. Masino-Impex, Zagreb-Varsavska 9.
- Ninety three industrial sewing machines, 52 steam presses automatically programmed, 70 electro-steam irons with tables and steam forms, and machines for cutting-up of ribbons. Tender No. S1. List SFRJ #13. Bid deadline July 2. Teking-Invest Export-Import, Beograd/7.
- Two machines for finishing synthetic filament complete with auxiliary equipment. Tender No. S1. List SFRJ #12. Bid deadline June 25. Invest-Import, Beograd, Terazije 5.
- Nine cloth cutting-up machines, 130 industrial sewing machines, 21 automatic steam presses, and two cotton machines. Tender No. S1. List SFRJ #12. Bid deadline May 26. Teking-Invest, Belgrade 7, Jula 9.
- Automatic looms; complete equipment for wool threading plant and dyeing machinery for wool thread. Tender No. S1. List SFRJ #15. Bid deadline July 16. Baca, Tovarna Volnenih Izdelkov, Podbrdo/SR Slovenija.
- Knitting, sewing, cutting-up machines, silk sewing, lace machines. Tender No. S1. List SFRJ #15. Bid deadline July 16. Teking Invest, Export-Import, Beograd/7, Jula 9.
- Two circular knitting machines for sweaters Ø 30", 20 systems, 8 grades; two machines for joining knitwear parts without seams, 6-12 needles; one interlock circular knitting machine, Ø 33", 48 systems, 18 grades; two sewing machines for wool knitwear; and one pressing iron for ready made sweaters, with equipment. Tender No. S1. List #16. Bid deadline July 23. Masino-Impex, Export-Import, Zagreb/Varsavska 9, Sektor Uvoza.

When a foot is not a foot

If your printer quoted you a price on 21.5 by 27.9 centimeter letterheads you would think he was in the wrong country.

You probably would pass up the service station where pumps measured gasoline by the liter.

The advertisers in these pages—except those from the U.K. and the British Commonwealth countries—are just as partial to the metric system as you are to inches and gallons.

So when you answer one of them, quote in metric measurements.

Ask the Department of Commerce Field Office.

IDB loan to help Brazil improve water system

The project is one of the largest of its kind in Latin America

The Inter-American Development Bank on April 25 approved two loans in the amount of $16.5 million to help finance a project to improve and expand the water supply system of the metropolitan area of Sao Paulo in Brazil.

The project, whose total cost will be $82 million, is one of the largest of its kind undertaken in Latin America. The proposed expansion will improve the water supply services of Latin America's third largest metropolitan area, with a population of 6.8 million people.

The project calls for the expansion of Sao Paulo's water supply system as part of the efforts of the Brazilian Government to improve the nation's water supply systems in line with the goals of the Alliance for Progress.

Sao Paulo's system currently supplies only 14 cubic meters of water per second, which reaches about 53 per cent of the city's population. The project calls for the construction of civil works in order to provide at least 10 additional cubic meters of water per second. It also calls for the construction of pumping and treatment plants and of transmission lines to the distribution networks.

The water shortage in Sao Paulo's metropolitan area has been aggravated by the city's rapid population growth rate of between 5.9 and 8.2 per cent a year since 1960, and has made it imperative to undertake programs to improve and expand water system capacity.

The project is the first stage of a program undertaken by agencies which operate the system with financial support from the State of Sao Paulo.

The project will be carried out by the *Companhia Metropolitana de Agua de Sao Paulo*, an agency established by the State of Sao Paulo to reorganize and restructure the present water supply service.

Messina strait crossing planned for Italy

Ideas on project to be sought through an international contest

The Italian Government has recently authorized Azienda Nazionale Autonoma delle Strade (ANAS), Rome, to open an international contest for "ideas and preliminary plans" for a permanent road and railway connection between the island of Sicily and continental Italy.

A public announcement regarding this contest and the governing regulations will be made officially by the Minister of Public Works. It is expected that the contest will end around March 30, 1969.

Further, ANAS is authorized to engage the services of engineers, including foreign engineers, to assist in carrying out the contest. In this connection, ANAS is permitted to acquire, free of charge or against payment, the results of any engineering reports which have been or will be completed with regard to the Messina Strait Bridge. Lire 700 million ($1.02 million) has been appropriated for 1968 to administer the contest.

Offers of services from U.S. engineering firms should be addressed to: ANAS, Azienda Nazionale Autonoma delle Strade Ispettorato Amministrativo VI, Via Mozambano 10, 00100 Rome, Italy.

All correspondence concerning the project *must* be in the Italian language.

Argentina calls for bids to develop ore deposits

Dirección General de Fabricaciones Militares, the industrial combine of the Argentine Armed Forces, aided by the United Nations, has recently completed a preliminary geological survey of the areas known as *Cordillera Norte* and *Cordillera Sur*, in the Argentine Province of Mendoza.

The results of this preliminary survey have successfully demonstrated the existence of industrially utilizable ore deposits in these areas, particularly of copper and molybdenum.

In order to complete preliminary explorations of these areas and initiate the exploitation of the ore deposits, Fabricaciones Militares plans to make an international call for bids in July 1968. The opening of bids is scheduled for December of this year and the awarding of bids should take place before April 1, 1969. It is anticipated that the successful bidder will be granted important fiscal advantages to guarantee the completion of this project.

Interested American firms may obtain additional information on this project by corresponding directly with Dirección General de Fabricaciones Militares, Plan Cordillerano, Cabildo 65, Buenos Aires, Argentina.

Senegal invites suppliers' bids on sleepers, reinforcing bars

The Government of Senegal seeks bids on a large supply of railroad sleepers, concrete reinforcing bars and assorted accessories. This purchase is for a project financed by the International Development Association.

Bid deadline is June 17.

Technical specifications may be purchased for 10,000 francs CFA ($40.82) per set from Le Directeur de la Regie des Chemins de Fer du Senegal, Cite Ballabey a Thies, Senegal. It is suggested that an additional $5.00 be sent to cover air postage costs. Correspondence is preferred in French.

One set of the technical specifications is available for office review and one set is available for loan from the Building Materials and Construction Industries Division, BDSA-564, Room 4014, U.S. Department of Commerce, Washington, D.C. 20230. Telephone: 202-967-3602.

World Trade Opportunities Continued to page 52

The firms and individuals in the following lists are interested in trade relations with U.S. businessmen. The commodities in which they have expressed interest are indicated by the numbers preceding the commodtiy classification. These numbers refer to the Standard Industrial Classification (SIC) Manual, which is available for $4.50 a copy from the Superintendent of Documents, U.S. Government Printing Office, Washington, D.C. 20402.

Every effort is made to include only firms or individuals with good reputations. However, the Department of Commerce cannot be responsible for any trade relations.

The listing in INTERNATIONAL COMMERCE of opportunities to trade in specific commodities and technical data does not necessarily imply approval of their export by the U.S. Department of Commerce pursuant to the U.S. Export Control Act. For applicable export licensing regulations and policies, see the Comprehensive Export Schedule or consult the Bureau of International Commerce's Office of Export Control or any Department of Commerce Field Office.

- indicates that the trade opportunity represents a request for bids by a foreign government agency. A (★) following indicates that additional information may be borrowed by firms located in the U.S. from the Business and Defense Services Administration (BDSA), U.S. Department of Commerce, Washington, D.C. 20230; telephone numbers indicated. To avoid delay, requests for loan material should specify country and commodity.

★★ indicates opportunities obtained by U.S. trade missions to other countries. A (★) following these indicates that additional information may be obtained by writing the Trade Opportunities Staff, BDSA-624, U.S. Department of Commerce, Washington, D.C. 20230. The TM (trade mission) number is requested in correspondence. Requests for loan material should specify country and TM number.

WTD indicates that a World Trade Directory report is available on the foreign firm for which the trade opportunity is listed. These reports, indicating type of organization, sales territory, size of business, sales volume, trade and financial reputaton, and other factors, are available for $2 each from the Bureau of International Commerce, BIC-924, U.S. Department of Commerce, Rm. 6059. Telephone: 202-967-4203. The date following the letters WTD refers to the date of issuance of the report. If WTD is in preparation, action will be completed on a priority basis upon receipt of request specifically identifying the trade opportunity involved.

Sales Leads for Exporters

Listed below are companies interested in buying U.S. products. Direct purchases are wanted unless a desire for an agency agreement is expressed.

019 Miscellaneous agriculture

GERMANY—Castor beans, castor oil. Direct purchase, agency. Elruwa (importer, wholesaler), Chemie- und Oel Kontor G.m.b.H., 2000 Hamburg 1, Kattrepelsbruecke 1. WTD, 4/68.

203 Canning, preserving foods

GERMANY—Dietetic jams, jellies, other preserves. Direct purchase and agency. Hanseatisches Verkaufskontor G.B.R. (importer, wholesaler), 2000 Hamburg 22, Schwanenwik 29. WTD 4/68.

209 Food preparations

SPAIN—All classes of food products. J. Pecastaing, S.A. (importer, wholesaler), Principe 11, Madrid (12). WTD 4/68.

222 Broad woven fabric mills, manmade fiber, silk

NETHERLANDS—Imitation fur for trimming, lining. Agency for Benelux area. M. Klijn Leder N.V. (importer, agent, distributor, exporter), 1 Irenestraat, Waalwijk. WTD 4/68.

228 Yarn, thread mills, products

AUSTRIA—Tufting yarns, other carpet, rug yarns. Direct purchase and agency. Gerhart Frisch (importer, wholesaler, manufacturers' representative), P.O. Box 39, A-1013 Vienna. WTD 4/68.

238 Apparel, accessories

NETHERLANDS—All products for leather clothing industry. Agency for Benelux area. M. Klijn Leder N.V. (importer, agent, distributor, exporter), 1 Irenestraat, Waadwijk. WTD 4/68.

239 Fabricated textile products

GERMANY—House furnishings. Direct purchase and agency. Hanseatisches Verkaufskontor G.B.R. (importer, wholesaler), 2000 Hamburg 22, Schwanenwik 29. WTD 4/68.

243 Millwork, veneer, plywood, prefabricated structural wood products

SWITZERLAND—Folding doors, walls. Direct purchase and agency. Faltag AG (importer, distributor), 8573 Altishausen. WTD 4/68.

264 Converted paper, paperboard products

FRANCE—Cellophane adhesive tapes for office use. Direct purchase and agency. Formatec (importer, dealer), 15, Rue Peron, 78 Croissy-s/ Seine. WTD in preparation.

Sanitary paper products such as paper clothing for doctors and nurses, bed sheets, other disposables. Societe Francaise Lainiere de Sclessin (manufacturer, wholesaler, retailer), 50/52, Rue des Ursulines, 59 Tourcoing. WTD 2/68.

JAMAICA—Paper, paperboards for printing, packaging, bonds, manifolds, mimeograph, clay coated newsback, solid bleached sulphate, m.f. kraft, cellophane, sulphite for breadwrappers; display boards, fluorescent paper and boards. Direct purchase and agency. Cecil deCordova & Co. Ltd. (manufacturers' representative, commission agent), P.O. Box 216, 58 Port Royal St., Kingston. WTD 4/68.

MALAYSIA—Plain colored writing, typing papers. San Aik Trading & Co. (importer, wholesaler, retailer, sales & indent agent), 60 Market Rd., P.O. Box 263, Sibu, Sarawak. WTD 4/68.

281 Industrial chemicals

AFGHANISTAN—Perchlorethylene, spot removers, bleachers of dyes used in dry cleaning. Artizada Modern Dry Cleaning (importer, exporter), P.O. Box 250, Kabul. WTD 4/68.

GERMANY—All kinds of industrial inorganic, organic chemicals. Direct purchase and agency. Elruwa (importer, wholesaler), Chemie- und Oel Kontor G.m.b.H., 2000 Hamburg 1, Kattrepelsbruecke 1. WTD 4/68.

Inorganic, organic chemicals of all kinds. Direct purchase and agency. Hanseatisches Verkaufskontor G.B.R. (importer, wholesaler), 2000 Hamburg 22, Schwanenwik 29. WTD 4/68.

- **HONG KONG**—Supply of Powdered Activated Carbon, 50 long tons, packed in dustproof multiwall paper with polyethylene inner bags, not exceeding 112-lbs. each. Tender No. A-39106, bid deadline June 28. Secretary, Tender Board, Colonial Secretariat, Government

Offices, Lower Albert Rd., Hong Kong.★ (Telephone: 202-967-2067.)

MEXICO—Industrial chemical products. Complete list of items desired available from Trade Opportunities Staff, BDSA-624, Rm. 4059, U.S. Department of Commerce, Washington, D.C. 20230. Productos Quimicos Mardupol, S. A. (importer, distributor), Nardo 75 Esq. Fresno, Mexico 4, DF. WTD 4/68.

NETHERLANDS—Chemicals for industrial purposes. Agency, representation for western Europe. Handelscompagnie N.V. (importer, distributor, agent, exporter, manufacturer, assembler), 1 Waalhaven OZ, or P.O. Box 5050, Rotterdam-22. Attn. Mr. J. Bolkestein. WTD 4/68.

SWITZERLAND—Fine chemicals, intermediates for chemical, pharmaceutical industries. Direct purchase and agency. Chemicon AG (importer, distributor, agent), POB 406, 8040 Zurich. WTD 4/68.

282 Synthetic materials

HONG KONG—Polystyrene, including high-impact; mixed colors; sweepings. Tai Hing Corp. (importer, wholesaler, sales agent), 4th Fl., 2 Lee Yuen St. East. Cable: Temicor. WTD 7/67.

SWITZERLAND—Plastic base concrete adhesives. Direct purchase and agency. Mr. Franz Xavier Peter, Pres., Chemische Industrie AG (importer, agent), Amlehnhalde 6, 6010 Kriens-Luzern. WTD 4/68.

283 Drugs

GERMANY—Pharmaceutical preparations. Direct purchase and agency. Hanseatisches Verkaufskontor G.B.R. (importer, wholesaler), 2000 Hamburg 22, Schwanenwik 29. WTD 4/68.

GUATEMALA—Biological products, medicinal chemicals, botanical products. Laboratorios Quifarma, S.A. (manufacturer), (Industria Quimico-Farmaceutica Guatemalteca, S.A.), 15 Calle 19-00, Zona 12, Apartado Postal 812, Guatemala City. WTD 4/68.

SWITZERLAND—Veterinary pharmaceutical preparations. Direct purchase and agency. Chemicon AG (importer, distributor, agent), POB 406, 8040 Zurich. WTD 4/68.

284 Soap, detergents, cleaning preparations, perfumes, cosmetics

GERMANY—Perfumes, cosmetics, other toilet preparations. Direct purchase and agency. Hanseatisches Verkaufskontor G.B.R. (importer, wholesaler), 2000 Hamburg 22, Schwanenwik 29. WTD 4/68.

SPAIN—Perfumes for wax candle manufacturing. Sucesor De Vila Hermanos (manufacturer, exporter), Plaza San Francisco 3, Albaida (Valencia). WTD 4/68.

SWITZERLAND—Defoamers, wetting, surface acting agents. Direct purchase and agency. Chemicon AG (importer, distributor, agent), POB 406, 8040 Zurich. WTD 4/68.

287 Agricultural chemicals

SWITZERLAND—Agricultural insecticides, disinfectants, fungicides, weed killers, mixed specialty fertilizers. Direct purchase and agency. Mr. Franz Xavier Peter Pres. Chemische Industrie AG (importer, agent), Amlehnhalde 6, 6010 Kriens-Luzern. WTD 4/68.

289 Chemical products

AUSTRIA—Antifreeze preparations. Direct purchase and agency. Gerhart Frisch (importer, wholesaler, manufacturers' representative), P.O. Box 39, A-1013 Vienna. WTD 4/68.

291 Petroleum refining

SWITZERLAND—Lubricating oils, greases. Direct purchase and agency. Mr. Franz Xavier Peter, Pres., Chemische Industrie AG (importer, agent), Amlehnhalde 6, 6010 Kriens-Luzern. WTD 4/68.

301 Tires, tubes

AUSTRIA—Tires for all kinds of automotive vehicles. Direct purchase and agency. Gerhart Frisch (importer, wholesaler, manufacturers' representative), P.O. Box 39, A-1013 Vienna. WTD 4/68.

306 Fabricated rubber products

HONG KONG—Rubber for making shoe heels, soles. Tai Hing Corp. (importer, wholesaler, sales agent, exporter), 4th Fl., 2 Lee Yuen St. East. Cable: Temicor. WTD 7/67.

307 Plastic products

GERMANY—Dinnerware, tableware, novelties, containers. Direct purchase and agencies. Hanseatisches Verkaufskontor G.B.R. (importer, wholesaler), 2000 Hamburg 22, Schwanenwik 29. WTD 4/68.

GUATEMALA—Packing materials: plastic jars, other containers for pharmaceuticals. Laboratorios Quifarma, S.A. (manufacturer), (Industria Quimico-Farmaceutica Guatemalteca, S.A.), 15 Calle 19-00, Zona 12, Apartado Postal 812, Guatemala City. WTD 4/68.

SWITZERLAND—Vacuum wound, fiberglass reinforced epoxy, polyester electric insulating material for high tension, filament winding, cylinders. Direct purchase and agency. W. Moor AG (importer, agent, distributor), Attn.: Mr. Nast, Bahnstrasse 58, 8105 Regensdorf. WTD 4/68.

311 Leather tanning, finishing

HONG KONG—Calf leather for shoes. Tai Hing Corp. (importer, wholesaler, sales agent), 4th Fl., 2 Lee Yuen St. East. Cable: Temicor. WTD 7/67.

NETHERLANDS—All kinds of leather. Agency for Benelux area. M. Klijn Leder N.V. (importer, agent, distributor, exporter), 1 Irenestraat, Waalwijk. WTD 4/68.

313 Boot, shoe cut stock, findings

HONG KONG—Leather for shoe heels, soles. Tai Hing Corp. (importer, wholesaler, sales agent), 4th Fl., 2 Lee Yuen St. East. Cable: Temicor. WTD 7/67.

NETHERLANDS—Shoe findings. Agency for Benelux area. M. Klijn Leder N.V. (importer, agent, distributor, exporter), 1 Irenestraat, Waalwijk. WTD 4/68.

314 Footwear, except rubber

NETHERLANDS—All products for footwear industry. Agency for Benelux area. M. Klijn Leder N.V. (importer, agent, distributor, exporter), 1 Irenestraat, Waalwijk. WTD 4/68.

319 Leather goods

NETHERLANDS—All products for leather goods industry. Agency for Benelux area. M. Klijn Leder N.V. (importer, agent, distributor, exporter), 1 Irenestraat, Waalwijk. WTD 4/68.

329 Abrasive, asbestos nonmetallic mineral products

NETHERLANDS—Various types abrasives, grinding materials, especially for metalworking industry. Exclusive representation for EEC and EFTA countries; also interested in licensing, assembly or other production arrangement. Internatio-Group (holding company), Attn. Mr. M. Dubbelt, 29 Westerstraat, or P.O. Box 567, Rotterdam-2. WTD 1/68.

331 Steel mill products

● **CEYLON**—Steel plates, 2,075, in three sizes: 1,925 each 8′ by 48″, 100 each 9′ by 48″ and 50 each 6′ by 36″; thickness from 3/16″ to 5/8″. Tender for the "Supply of Mild Steel Plates"; bid deadline July 30. Chairman, Tender Board, Department of Government Stores, P.O. Box 418, Colombo.★ (Telephone: 202-967-2364)

333 Primary smelting, refining of nonferrous metals

SWITZERLAND—Cadmium, bismuth, platinum, cobalt, balladium, other nonferrous metals for electric application. Direct purchase and agency. W. Moor AG (importer, agent, distributor), Attn.: Mr. Kern, Bahnstrasse 58, 8105 Regensdorf. WTD 4/68.

335 Rolling, drawing, extruding of nonferrous metals

SWITZERLAND—Titanium and titanium alloy bars, rods, sheets, tungsten basic shapes, silver semi-manufactures, copper and copper alloy semi-manufactures, for electric, electronic application. Direct purchase and agency. W. Moor AG (importer, agent, distributor), Attn.: Mr. Kern, Bahnstrasse 58, 8105 Regensdorf. WTD 4/68.

● **THAILAND**—All aluminum weatherproof conductor, polyethylene covered 700,000 meters 3 sizes. Tender No. MEA-PSD-119, bid deadline June 6. Purchase and Stores Div., Metropolitan Electricity Authority, 121 Chakraphet Rd., Bangkok.★ (Telephone: 202-967-4579)

342 Cutlery, hand tools, general hardware

SWITZERLAND—Axes, drawknives, edge tools, garden hand tools. Direct purchase and agency. Mr. Franz Xavier Peter, Pres., Chemische Industrie AG (importer, agent), Amlehnhalde 6, 6010 Kriens-Luzern. WTD 4/68.

343 Heating apparatus, plumbing fixtures

NETHERLANDS—Equipment for natural gas burners, such as leak detectors, filters, slow opening-fast closing solenoid and hand operated valves, odorizing equipment for natural gas suppliers. Agency, representation, licens-

ing, assembly or other arrangement for western Europe. Handelscompagnie N.V. (importer, distributor, agent, exporter, manufacturer, assembler), Attn. Mr. J. Bolkestein, 1 Waalhaven OZ, or P.O. Box 5050, Rotterdam-22. WTD 4/68.

SWITZERLAND—Fuel engineering equipment for fuel gas applications, valves, pressure regulators, control devices. Direct purchase and agency. Heinz H. Sulzer (importer, distributor), Lohnstrasse 1, 8201 Schaffhausen. WTD 4/68.

348 Fabricated wire products

NETHERLANDS—Wire & cable, all kinds. Agency, representation for western Europe. Handelscompagnie N.V. (importer, distributor, agent, exporter, manufacturer, assembler), Attn. Mr. J. Bolkestein, 1 Waalhaven OZ, or P.O. Box 5050, Rotterdam-22. WTD 4/68.

351 Engines, turbines

AFGHANISTAN—Reconditioned and new diesel engines for six to twelve ton trucks. Afredi Ltd. (importer, exporter), P.O. Box 107, Kabul. WTD 4/68.

352 Farm machinery

NETHERLANDS—Agricultural implements, machinery, supplies. Exclusive representation for EEC, EFTA countries; also interested in licensing, assembly or other production arrangement. Internatio-Group (holding company), Attn. Mr. M. Dubbelt, 29 Westerstraat, or P.O. Box 567, Rotterdam-2. WTD 1/68.

353 Contruction, mining, materials handling machinery, equipment

NETHERLANDS—All types basic construction machinery, equipment, supplies, materials. Exclusive representation for EEC, EFTA countries: also interested in licensing, assembly or other production arrangement. Internatio-Group (holding company), Attn. Mr. M. Dubbelt, 29 Westerstraat, or P.O. Box 567, Rotterdam-2. WTD 1/68.

Passenger elevators, capacity 4-6 persons, passenger elevator machinery, doors, entrances, electro-mechanical movement control systems, other passenger elevator equipment, especially advanced designs. Exclusive agency for Europe, especially EEC area, and/or license production arrangement. Competitive price essential. Forward technical literature, price lists. N.V. Almevi (manufacturer, distributor, exporter, importer), Attn. Mr. A. W. H. Dille, manager, 1b Batavierenstraat, Rotterdam. WTD on Lips & Gispen N.V., Dordrecht.

354 Metalworking machinery

AFGHANISTAN—Garage equipment, tools for repairing cars, trucks. Afredi Ltd. (importer, exporter), P.O. Box 107, Kabul. WTD 4/68.

NETHERLANDS—Metalworking machinery, all types, including machine tools, grinding machines. Exclusive representation for EEC, EFTA countries; also interested in licensing, assembly or other production arrangement. Internatio-Group (holding company), Attn. Mr. M. Dubbelt, 29 Westerstraat, or P.O. Box 567, Rotterdam-2. WTD 1/68.

SWITZERLAND—Power driven hand tools, woodworking circular saws, planers, sanders, paint spraying guns, pneumatic guns, drills, nutrunners. Direct purchase and agency. Mr. Franz Xavier Peter, Pres., Chemische Industrie AG (importer, agent), Amlehnhalde 6, 6010 Kriens-Luzern. WTD 4/68.

355 Special industry machinery

AUSTRIA—Tufting machines, circular knitting machines for outer garment fabrics. Direct purchase and agency. Gerhart Frisch (importer, wholesaler, manufacturers' representative), P.O. Box 39, A-1013 Vienna. WTD 4/68.

GUATEMALA—Automatic, semi-automatic pharmaceutical machinery, including agitators for the production of tablets, pills, capsules. Laboratorios Quifarma, S.A. (manufacturer), (Industria Quimico-Farmaceutica Guatemalteca, S.A.), 15 Calle 19-00, Zona 12, Apartado Postal 812, Guatemala City. WTD 4/68.

ITALY—Automatic machine for cutting, rewinding cellophane adhesive tapes. Manuli Autoadesivi, S.p.A. (manufacturer), Via Vittor Pisani 22, Milan. (20047). WTD in preparation.

NETHERLANDS—Various types small printing, reproduction machinery, equipment, such as offset machines. Exclusive representation for EEC, EFTA countries; also interested in licensing, assembly or other production arrangement. Internatio-Group (holding company), Attn. Mr. M. Dubbelt, 29 Westerstraat, or P.O. Box 567, Rotterdam-2. WTD 1/68.

PORTUGAL—Machinery for cutting, interfolding, printing paper towels for dispensers. Pextrafil-Papeleiras de Extra Finos, S.A.R.L. (paper mill), Viseu. WTD in preparation.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

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356 General industrial machinery

GERMANY—Accessories, spare parts for heating, ventilating equipment; accessories for general industrial machinery for original equipment manufacturers. Reinhardt Mantz, Ingenieurbureau (importer, wholesaler, agency), 3012 Langenhagen, Karl-Kellner-Strasse 64. WTD 4/68.

GUATEMALA—Automatic, semi-automatic packaging machinery for pharmaceuticals: pills, tablets, capsules. Laboratorios Quifarma, S.A. (manufacturer), (Industria Quimico-Farmaceutica Guatemalteca, S.A.), 15 Calle 19-00, Zona 12, Apartado Postal 812, Guatemala City. WTD 4/68.

NETHERLANDS—Modern packaging machinery, materials, particularly for end packaging of industrial goods. Direct purchase and agency for EEC countries. Caristrap Eurocom N.V. (manufacturer, distributor, importer, exporter), 2e Indumaweg 2, Helmond. WTD 4/68.

SWITZERLAND—Air compressors, power paint-spraying outfits, electrostatic paint spraying equipment. Direct purchase and agency. Mr. Franz Xavier Peter, Pres., Chemische Industrie AG (importer, agent), Amlehnhalde 6, 6010 Kriens-Luzern. WTD 4/68.

357 Office, computing, accounting machines

ENGLAND—Educational teaching aids. Agency with view to manufacturing under license at later date. Cybermatic Ltd. (manufacturer, distributor, importer), P.O. Box 93, St. Albans, Hertfordshire. WTD 4/68.

FRANCE—Small hand-operated office machines, e.g., staplers, addressing machines, dating devices, embossing machines, pencil sharpeners, perforators, paper punches. Direct purchase and agency. Formatec (importer, dealer), 15, Rue Peron, 78 Croissy-s/ Seine. WTD in preparation.

NETHERLANDS—Metallized mylar computer tapes for use in machinery with punched program; prefolded paper tape with a folding depth of 8½"; perforated computer programming sheets; other specialized products for use in process and data equipment control paper and tape sector. Exclusive agency for Europe. J. H. Hoffman Internationaal N.V. (importer, distributor, exporter), 18 Hoornbrekerstraat, Rotterdam. WTD 1/68.

358 Service industry machinery

SPAIN—All classes of machinery, equipment used in hotels, restaurants, cafeterias. Exclusive agency. Fediya (distributor, retailer), Rodriguez San Pedro 27, Madrid (15). WTD 4/68.

361 Electric transmission, distribution equipment

● **CHILE**—Supply of 151 outdoor, single-phase current transformers and 77 outdoor, single-phase potential transformers rated 69, 115, 161 and 230 Kva. Bid deadline July 16. Empresa Nacional de Electricidad S.A. "ENDESA", calle Ramon Nieto 920, Dept. 428, Santiago.

Specifications available from the Empresa Nacional de Electricidad S.A. "ENDESA", calle Merced 753, Of. 804 at a cost of approximately $7.00. Correspondence preferred in Spanish.

● **COLOMBIA**—Design, manufacture and supply of several 13.8 Kv panels, motor control boards and distribution switchboards for the El Colegio Hydro-Electric Plant.

Specifications may be purchased from issuing authority Empresa de Energia Electrica de Bogota, Calle 13, No. 37-35, Piso 2 Bogota for approx. $31.00. Bids must be presented personally at Office 216 of the Empresa by June 11.

NETHERLANDS—Square wave pulse generators. Exclusive agency for Benelux area and/ or West Germany. Detailed descriptive literature, price list desired. N. V. Technische Handelsonderneming, Coimex-Vlaaringen (importer, agent, distributor, exporter), 11 Veldweg, Hattem. WTD 7/67.

● **NEW ZEALAND**—Supply of three 40 MVA, 11/220 Kv transformer banks consisting of nine single-phase, 50 cycle, 13,330 Kva, 11/ 127 Kv outdoor type double wound transformers. Tender No. 518, bid deadline July 30. Secretary, Tenders Committee, New Zealand Electricity Department, Wellington.★ (Telephone: 202-967-4241).

362 Electrical industrial apparatus

SWITZERLAND—Plastic foil, electrolytic capacitors. Direct purchase and agency. W. Moor AG (importer, agent, distributor), Attn.: Mr. Grieder, Bahnstrasse 58, 8105 Regensdorf. WTD 4/68.

366 Communications equipment

● **AUSTRALIA**—Supply of 12-channel modem and carrier supply equipment, handbooks and drawings, tools, accessories and installa-

tion aids over a three year period. Schedule C 5298, bid deadline July 4. The Deputy Assistant Director General of Supply, Postmaster General's Department, 199 William St., Melbourne 3000, Victoria★ (Tel: 202-967-4823).

● **MALAGASY**—The Director General of Posts and Telecommunications, Tananarive, Malagasy Republic, has issued Tender No. 68/1-AID/PTT, with a deadline of June 12, for pole line hardware required for the construction and reconstruction of main telephone trunk lines and provincial and local links. Total purchase amounting to about $1.6 million will be financed by the Agency for International Development.

Tender documents may be obtained from the Embassy of the Malagasy Republic, 2374 Mass. Ave. N.W., Washington, D.C. 20008.

367 Electronic components, accessories

ENGLAND—Micro-electronic modules for automation control; miniature precision AC, DC motors; DC torquers, stepper devices. Agency with view to manufacturing under license at later date. Cybermatic Ltd. (manufacturer, distributor, importer), P.O. Box 93, St. Albans, Hertfordshire. WTD 4/68.

SWITZERLAND—Polyester film, polystyrene capacitors, semiconductors, field effect transistors, triacs, silicone controlled rectifiers (SCR), zener diodes. Direct purchase and agency. W. Moor AG (importer, agent, distributor), Attn.: Mr. Grieder, Bahnstrasse 58, 8105 Regensdorf. WTD 4/68.

371 Motor vehicles, motor vehicle equipment

AUSTRIA—Automobile accessories such as windshield wipers and washers, ski carriers, safety belts, mirrors, rear-window (anti-frost and anti-fog) clear sight panels, also steering wheel covers, other novelties. Direct purchase and agency. Gerhart Frisch (importer, wholesaler, manufacturers' representative), P.O. Box 39, A-1013 Vienna. WTD 4/68.

381 Engineering, laboratory, scientific, research instruments

ENGLAND—Up-to-date system of charting or charting product for increased efficiency in industry. Harvox Industries Ltd. (manufacturer, distributor), 145 Cathall Rd., London, E.11. WTD 4/68.

SPAIN—All classes of latest models of engineering, laboratory, scientific, research instruments. Exclusive agency. Rego y Compania, S.L. (importer, distributor), Apartado de Correos N° 308, Madrid 3. WTD 4/68.

382 Instruments for measuring, controlling, indicating physical characteristics

● **INDIA**—Supply of self-contained monitoring system with readout and alarm for detecting gamma or neutron radiation. Tender No. BARC/P/MIA/7827, bid deadline May 31.

● Supply of large quantity of radiation detection monitors including: area gamma; portal; contamination with alpha and beta gamma probes; alpha hand and clothing; beta gamma hand and clothing; fish-pole; plutonium wound; background gamma; and neutron; also various types radiation survey meters; also beta and alpha counting set-ups; one gamma spectrometer with 20-channel analyzer and flowing detecting hands. Tender No. BARC/P/MIA/7846, bid deadline June 3.

Tender documents and additional information available on above quotations from Bhabha Atomic Research Center, Purchase Div., Palton Rd., Bombay 1, India.

SPAIN—All classes of instruments for measuring, controlling, indicating of physical characteristics. Exclusive agency. Rego y Compania, S.L. (importer, distributor), Apartado de Correos N° 308, Madrid 3. WTD 4/68.

386 Photographic equipment

ENGLAND—Overhead projector, new type of visual aid. Harvox Industries Ltd. (manufacturer, distributor), 145 Cathall Rd., London, E.11. WTD 4/68.

NETHERLANDS—Electro-static photo copying machines. Exclusive representation. Kantoormachine-Import A. de Granada N.V. (importer, wholesaler), P.O. Box 304, The Hague. WTD 5/67.

395 Pens, pencils, office, artists' materials

FRANCE—Ribbons for office machines. Direct purchase and agency. Formatec (importer, dealer), 15, Rue Peron, 78 Croissy-s/ Seine. WTD in preparation.

399 Manufacturing industries

GERMANY—All kinds of household, industrial brushes; Christmas tree ornaments, similar products. Direct purchase and agency. Hanseatisches Verkaufskontor G.B.R. (importer, wholesaler), 2000 Hamburg 22, Schwanenwik 29. WTD 4/68.

SWITZERLAND—Paint rollers, similar painter's utensils, candles. Direct purchase and agency. Mr. Franz Xavier Peter, Pres., Chemische Industrie AG (importer, agent), Amlehnhalde 6, 6010 Kriens-Luzern. WTD 4/68.

508 Machinery, equipment, supplies

GERMANY—Equipment, accessories of material handling machinery. Direct purchase and agency. Reinhardt Mantz, Ingenieurbureau (importer, wholesaler, agency), 3012 Langenhagen, Karl-Kellner-Strasse 64. WTD 4/68.

509 Wholesalers

MALAYSIA—Over-issued or old newspapers. San Aik Trading & Co. (importer, wholesaler, retailer, sales & indent agent), 60 Market Rd., P.O. Box 263, Sibu, Sarawak. WTD 4/68.

596 Farm, garden supply stores

AUSTRALIA—Soybean meal or other economical livestock feed. Page Boy Products (distributor), 115 Oats St., Carlisle, W. Australia. WTD in preparation.

Sales Representation

The firms listed below are interested in representing U.S. firms in the areas indicated. Exclusive distributorship for these commodities is wanted only if specified.

201 Meat products

SPAIN—Frozen chicken. Exclusive agency. Mr. Diego Cruz Naranjo (importer, exporter, wholesaler), Tenerife 3, Las Palmas de Gran Canaria (Canary Is.). WTD 4/68.

203 Canning, preserving foods

SPAIN—Canned fruits, vegetables. Exclusive agency. Promociones Internacionales de Comercio, S.A. (importer, exporter), Juan Bravo 48, Madrid 6. WTD 4/68.

All kinds of canned foods. Exclusive agency. Mr. Diego Cruz Naranjo (importer, exporter, wholesaler), Tenerife 3, Las Palmas de Gran Canaria (Canary Is.). WTD 4/68.

208 Beverage industries

ITALY—Bourbon whiskey. Best (agent, distributor. importer), Viale Majno 17/a, 20128 Milan. WTD 4/68.

SPAIN—Bourbon whisky. Exclusive agency. Promociones Internacionales de Comercio, S.A. (importer, exporter), Juan Bravo 48, Madrid 6. WTD 4/68.

Liquors. Exclusive agency. J. Pecastaing, S.A. (importer, wholesaler), Principe 11, Madrid 12. WTD 4/68.

209 Food preparations

SPAIN—Soybean oil. Exclusive agency. Mr. Diego Cruz Naranjo (importer, exporter, wholesaler), Tenerife 3, Las Palmas de Gran Canaria (Canary Is). WTD 4/68.

221 Broad woven fabric mills, cotton

ENGLAND—High grade furnishing fabrics, cotton. H. Harris Textiles Ltd. (distributor, importer, exporter), 60 Great Eastern St., London, E.C.2. WTD 4/68.

222 Broad woven fabric mills, manmade fiber, silk

ENGLAND—High grade furnishing fabrics, manmade fibers, silk. H. Harris Textiles Ltd. (distributor, importer, exporter), 60 Great Eastern St., London, E.C.2. WTD 4/68.

233 Women's, misses', juniors' outerwear

ITALY—Scarfs, wool, cotton, manmade fibers. Manifattura Colombo Trecate (importer, manufacturer), Viale di Porta Vercellina 2, 20123 Milan. WTD in preparation.

238 Apparel, accessories

ITALY—Handkerchiefs. Manifattura Colombo Trecate (importer, manufacturer), Viale di Porta Vercellina 2, 20123 Milan. WTD in preparation.

281 Industrial chemicals

SPAIN—Pigments, colorants for paint production; linseed oils. Comercial Tenerife, S.A. (importer, distributor), Marina 31, Santa Cruz de Tenerife. WTD 4/68.

SWEDEN—Chemicals for paper, lacquer, varn-

ish, plastic, chemical-technical, food industry. Exclusive representation. Bjurman & Co. AB. (agent), Sodergatan 19, S-211 34 Malmo C. WTD 4/68.

287 Agricultural chemicals

SPAIN—Agricultural fertilizers, pesticides, insecticides, herbicides. Comercial Tenerife, S.A. (distributor, importer), Marina 31, Santa Cruz de Tenerife. WTD 4/68.

314 Footwear, except rubber

NETHERLANDS—Indoor and outdoor footwear, also for casual use. Exclusive representation for EEC, EFTA countries; interested in licensing, assembly or other production arrangement. Internatio-Group (holding company), Attn.: Mr. M. Dubbelt, 29 Westerstraat, or P.O. Box 567, Rotterdam-2. WTD 1/68.

342 Hand tools, cutlery, general hardware

NETHERLANDS—Gardening tools, implements, supplies. Exclusive representation for EEC, EFTA countries; interested in licensing, assembly or other production arrangement. Internatio-Group (holding company), Attn.: Mr. M. Dubbelt, 29 Westerstraat, or P.O. Box 567, Rotterdam-2. WTD 1/68.

349 Fabricated metal products

ITALY—Valves for processing industries. Dr. Ing. Giovanni Icardi (representative), Piazza Morselli 1, 20154 Milan. WTD in preparation.

NETHERLANDS—Pipeline accessories such as flanges, couplings, tees for hydraulic, pneumatic systems; butterfly valves; slow opening-fast closing solenoid, hand operated valves for natural gas burners. Agency, representation, licensing, assembly or other arrangements for western Europe. Handelscompagnie N.V. (importer, distributor, agent, exporter, manufacturer, assembler), 1 Waalhaven OZ, or P.O. Box 5050, Rotterdam-22. Attn.; Mr. J. Bolkestein. WTD 4/68.

351 Engines, turbines

ITALY—Steam turbines from 300 to 10,000 BHP. Electrital, S.r.l. (representative), Piazza Duca d'Aosta 8, 20124 Milano. WTD 3/68.

PAKISTAN—Kerosene oil burning air-cooled outboard motors fitted with specially designed blades to cope with weeds, water hyacinth in water; passenger capacity about 20 to 25 persons. Macneill & Kilburn Ltd. (importer, distributor, agent, exporter), Adamjee Court, Motijheel, P.O. Box No. 36, Dacca-2. WTD 12/67.

SPAIN—Diesel, semi-diesel, gasoline engines of low hp. Organizacion Comercial Internacional (agent), Edificio Espana, Madrid 13. WTD 4/68.

352 Farm machinery

SPAIN—Light agricultural machinery, especially fumigation machinery, motor saws. Organizacion Comercial Internacional (agent), Edificio Espana, Madrid 13. WTD 4/68.

356 General industrial machinery

ITALY—Proportioning pumps. Dr. Ing. Giovanni Icardi (representative), Piazza Morselli 1, 20154 Milan. WTD in preparation.

NORWAY—Packaging, wrapping machines for newspapers, periodicals. P. Thams Maskinforretning A/S (manufacturers' representative), Nordregate 22, Oslo 5. WTD in preparation.

SPAIN—Pumps, industrial. Organizacion Comercial Internacional (agent), Edificio Espana, Madrid 13. WTD 4/68.

362 Electrical industrial apparatus

NETHERLANDS—Industrial controls. Agency, representation, licensing, assembly or other arrangements for western Europe. Handelscompagnie N.V. (importer, distributor, agent, exporter, manufacturer, assembler), Attn.: Mr. J. Bolkestein, 1 Waalhaven OZ, or P.O. Box 5050, Rotterdam-22. WTD 4/68.

364 Electric lighting, wiring equipment

FRANCE—Photographic flashlight bulbs. Exclusive agency. Pertrix-France, S.A. (manufacturer, wholesaler, retailer, importer), 42, Rue Cave, 92 Levallois-Perret. WTD 12/67.

365 Radio, television receiving sets

ITALY—Transistor television receiving sets. Compagnia Generale Radiofonica (distributor), Piazza Bertarelli 1, Milano. WTD 3/68.

SPAIN—All classes of sound reproducing apparatus, equipment. Interested only in most modern, up-to-date equipment. Exclusive agency. Cultura, Eimler, Basanta Haase, S.A. (importer, wholesaler, retailer), Meson de Panos 6, Madrid 13. WTD 4/68.

367 Electronic components, accessories

NETHERLANDS—Piezoelectric crystals. Exclusive agency for Benelux area and/or West Germany. Detailed descriptive literature, price lists desired. N.V. Technische Handelsonderneming "Coimex-Vlaardingen" (importer, agent, distributor, exporter), 11 Veldweg, Hattem. WTD 7/67.

381 Engineering, laboratory, scientific, research instruments

FRANCE—Portable electronic instruments of interest to users of microscopes, such as scientific research, technical and higher education, public health, industrial organizations. Microscopes Nachet (manufacturer, dealer), 17, Rue Saint-Severin, Paris, 5eme. WTD in preparation.

NETHERLANDS—Superconductive magnets for research purposes in field of nuclear magnetic resonance. Exclusive agency for Benelux area and/or West Germany. Detailed descriptive literature, price lists desired. N.V. Technische Handelsonderneming "Coimex-Vlaardingen" (importer, agent, distributor, exporter), 11 Veldweg, Hattem. WTD 7/67.

SPAIN—Engineering, laboratory, scientific, research instruments, associated equipment. Interested only in most modern, up-to-date equipment. Exclusive agency. Cultura, Eimler-Basanta-Haase, S.A. (importer, wholesaler, retailer), Meson de Panos 6, Madrid 13. WTD 4/68.

382 Instruments for measuring, controlling, indicating physical characteristics

NETHERLANDS—Precision temperature measuring equipment with an accuracy up to 1/100th of a degree Celsius. Exclusive agency for Benelux area and/or West Germany. Detailed descriptive literature, price lists desired. N.V. Technische Handelsonderneming "Coimex-Vlaardingen" (importer, agent, distributor, exporter), 11 Veldweg, Hattem. WTD 7/67.

SPAIN—All classes of instruments for measuring, controlling, indicating physical characteristics. Interested only in most modern, up-to-date equipment. Exclusive agency. Cultura, Eimler-Basanta-Haase, S.A. (importer, wholesaler, retailer), Meson de Panos 6, Madrid 13. WTD 4/68.

383 Optical instruments, lenses

FRANCE—Light, elementary optical instruments which can be carried for utilization by scientific research; technical, superior teaching; public health, 60%; industry, 40%. Microscopes Nachet, S.A. (dealer, manufacturer), 17, Rue St-Severin, Paris, 5eme. WTD in preparation.

ITALY—Plastic optical fiber for photoelectric purpose. Enzo Hruby (distributor), Via Petrarca 16, 20123 Milan. WTD 3/68.

384 Surgical, medical, dental instruments

DENMARK—Physical therapy equipment. Medicinalco (Svendsen & Hagen A/S) (importing distributor), 31 Amaliegade, 1256 Copenhagen K. WTD 4/68.

SPAIN—All classes of surgical, medical, dental instruments, supplies. Interested only in most modern, up-to-date equipment. Desires literature. Exclusive agency. La Casa del Medico, S.A. (importer, wholesaler, retailer), Atocha 113, Madrid 12. WTD 4/68.

386 Photographic equipment

FRANCE—Flashlight apparatus for photographers. Exclusive agency. Pertrix-France, S.A. (manufacturer, wholesaler, retailer, importer), 42, Rue Cave, 92 Levallois-Perret. WTD 12/67.

394 Toys, Sporting goods

MALAYSIA—Golf equipment, balls, other sporting goods. Direct purchase and agency. Hon Brothers (retailer, wholesaler, exporter, sales agent), 10 Beach St., Penang. WTD 4/68.

SPAIN—Minicars, scales 1:24, 1:32; slot racers. Interrelaciones (importer, exporter, agent), Virgen de Nuria 15, Madrid 17. WTD 4/68.

399 Manufacturing industries

ENGLAND—Pictures and prints for wall hanging, suitable for insertion into special frames. Moyes-Allatt Ltd. (importer), Havannah St., Congleton, Cheshire. WTD 4/68.

472 Arrangement of transportation

ITALY—Arrangement of bus tours in Europe. Seeks arrangement with travel agencies. Valcerisio, S.a.s. (travel agency), Via dei Mille 11, 21100 Varese. WTD in preparation.

Japanese firm invites bidders on building materials, equipment

C. Itoh & Co., the fourth largest general trading house in Japan, is interested in contacting U.S. firms capable of supplying various types of building material and equipment.

The materials and equipment must meet U.S. Government and military specifications as required for civil engineering contracts awarded by U.S. Corps of Engineers in Japan.

Interested parties should contact Government Supply Section, C. Itoh & Co., Ltd., Central P.O. Box 136, Tokyo, Japan. WTD 3/68.

Leads for Importers

Commodities are offered direct unless specified

195 Small arms

AFGHANISTAN—Small antique firearms, both flintlock, percussion. Alfredi Ltd. (importer, exporter), P.O. Box 107, Kabul. WTD 4/68.

204 Grain mill products

MALAYSIA—Tapioca flakes, seeds, pearls, flour, 500 tons monthly. Direct sale or through agency. Nam Seng (Penang) Importers & Exporters (importer, exporter, wholesaler), 56 Victoria St., P.O. Box 93, Penang. WTD 4/68.

237 Fur goods

AFGHANISTAN—All sizes, colors of ready-made Afghan karakul hats. Alfredi Ltd. (importer, exporter), P.O. Box 107, Kabul. WTD 4/68.

238 Apparel, accessories

AFGHANISTAN—Hand-embroidered sheepskin jackets; leather jackets. Alfredi Ltd. (importer, exporter), P.O. Box 107, Kabul. WTD 4/68.

242 Sawmills, planing mills

MALAYSIA—Railroad ties, sawed. Direct sales or agency. General Sawmills (M) Sdn Bhd (manufacturer, wholesaler, exporter), 2 Jalan Kilang, Petaling Jaya, Selangor. WTD 8/67.

314 Footwear, except rubber

AFGHANISTAN—Many varieties of handicraft Afghan shoes. Alfredi Ltd. (importer, exporter), P.O. Box 107, Kabul. WTD 4/68.

364 Electric lighting, wiring equipment

SWEDEN—Complete program in contact-pressing sector from 0.5 to 1000 sq.mm.; tubular cable sockets, connectors, junction connectors in all sizes for aluminum and copper cables; insulated materials for building switchboards and control systems as well as for automatic electrical equipment in all regular sizes; hand tools, hydraulic presses for crimping above connectors. Curt Winemar AB (manufacturer, exporter), Box 18, 142 01 Trangsund. WTD 4/68.

391 Jewelry, silverware, plated ware

AFGHANISTAN—All kinds of precious gems, including lapis lazuli, turquoise, rubies, emeralds. Nezam and Co. (importer, exporter), P.O. Box 1, Kabul. WTD 4/68.

394 Toys, amusement, sporting goods

FRANCE—Fishing reels: semi-casting reels, spinning reels, fly-reels, other categories; related fishing equipment. Wholesale exportation, direct or through agents. Toulouse (Etablissements I.) (manufacturers, wholesalers), Ave. des Lilas; 64- Pau, Basses-Pyrenees. WTD in preparation.

399 Manufacturing industries

MALAYSIA—Cured canes, eight to ten feet long each with diameter from 18 mm to 50 mm and above ranging from 0.5 ton for 1,000 pieces (18/23 mm) to 2.5 tons for 1,000 pieces (40/45 mm). Direct sale or through agents. Sharikat Khalaff (general contractor, agent, exporter), 1st Floor, Mara Bldg., Jalan Tuanku Abdul Rahman, Kuala Lumpur. WTD 4/68.

MOROCCO—Hand-made rugs, leather items; brass, copper Moroccan artisanal items. Price lists, samples available upon request. Au Tresor Artisanal (exporter), 90/92 Ave. Mohammed V, Marrakech. WTD 4/68.

505 Farm products—raw materials

MALAYSIA—Approximately 100 tons crushed coconut shells per month. Saw Chooi Kuan (Coconut Shell) Trading (manufacturer, distributor, exporter), 40 Maxwell Rd., Kuala Lumpur, Selangor. WTD 4/68.

Crushed coconut shells, 500 tons monthly. Direct sale or through agency. Nam Seng (Penang) Importers & Exporters (wholesaler, importer, exporter), 56 Victoria St., P.O. Box 93, Penang. WTD 4/68.

Approximately 100 tons crushed coconut shells per month. Saw Chooi Kuan (Coconut Shell) Trading (manufacturer, distributor, exporter), 40 Maxwell Rd., Kuala Lumpur, Selangor. WTD 4/68.

599 Retail stores

AFGHANISTAN—All kinds of rare antique coins from various Asian countries; old and new Afghan stamps. Nezam and Co. (importer, exporter), P.O. Box 1, Kabul. WTD 4/68.

739 Business services

PAKISTAN—Food technological services and cost accounting procedures, consulting services for firms considering investing in Pakistan. Purbasha Consultants (food consultants), 21, Motijheel Commercial Area, Dacca. WTD in preparation. TM S2.

New Trade Lists

The Bureau of International Commerce has published the following Trade Lists of which mimeographed copies may be obtained by firms domiciled in the United States, giving the titles listed below or in the case of the automated lists for Pakistan by the five digit identification (ID) number from BIC-924, U.S. Department of Commerce, Washington, D.C. 20230, or from Department of Commerce Field Offices. The price is $1 per list for each country. All are dated April.

Business Firms—Corsica.
Business Firms—Laos.
Fertilizers—Importers, Dealers, Manufacturers—Dominican Republic.
Instruments—Medical, Surgical, Hospital, Scientific and Process—Importers, Dealers, and Manufacturers—Switzerland.
Provisions—Importers and Dealers—Israel.
State Trading Organizations—Hungary.

Pakistan—an automated list

ID No.	Title	Number of names in list
00000	General trading firms	(22)
01000	Farm, forestry, and fishery products	(60)
10000	Mining companies and construction contractors	(36)
19000	Arms and ammunition	(20)
20000	Food and kindred products; tobacco and tobacco products	(170)
22000	Textile mill products	(202)
23100	Apparel and other finished products made from fabrics	(42)
24000	Lumber and wood products; furniture and fixtures	(43)
26000	Paper and allied products; published and printed materials	(138)
28100	Chemicals, industrial inorganic and organic; plastics materials and synthetic resins; other man-made fibers, except glass	(210)
28300	Drugs; soap, detergents, and cleaning preparations, perfumes, cosmetics, and other toilet preparations	(147)
28500	Paints, varnishes, lacquers, enamels, and allied products; gum and wood chemicals; agricultural and miscellaneous chemical products	(135)
29000	Petroleum and petroleum products; rubber and miscellaneous plastics products	(96)
31000	Leather and leather products	(48)
32000	Stone, clay, glass, and concrete products	(110)
33000	Primary metals and metal products	(290)
34000	Fabricated metal products, except ordnance machinery, and transportation equipment	(246)
35100	Machinery, non-electrical: engines and turbines; farm machinery and equipment; construction, mining and materials handling machinery and equipment	(271)
35400	Machinery, non-electrical: metalworking machinery and equipment, special and general industrial machinery and equipment	(349)
35700	Office machines; service industry machines; miscellaneous machinery, except electrical	(138)
36100	Electrical transmission and distribution equipment; electrical industrial apparatus	(169)
36300	Household appliances; electric lighting and wiring equipment	(144)
36500	Electronic equipment for home entertainment; communication equipment; electronic components and accessories; miscellaneous electrical machinery, equipment, and supplies	(171)
37000	Transportation equipment	(218)
38000	Professional, scientific and controlling instruments; photographic and optical goods	(231)
38700	Watches and clocks; jewelry, silverware, and plated ware; musical instruments, toys, amusements, sporting and athletic goods; office materials; miscellaneous manufactured products	(103)

Visiting Buyers and Officials

Scheduled arrival dates and U.S. addresses indicated

ARGENTINA—Ramiro Prodan, Economic Advisor, Italavia S.A.C.I.F., Echeverria 1442, Of. 40, Buenos Aires, interested in **contacting U.S. manufacturers of ballasts for fluorescent and mercury vapor lamps and requesting technical information.** May 25 via New York for ten days. c/o Argentine Consulate General, 12 W. 56th St., New York, N.Y. 10019. Itinerary: New York, Chicago. WTD 1/68.

INDIA—Surindar K. Gupta, Managing Director, Rotax Aviation Corp., 12 Lady Hardinge Road, New Delhi 1, interested in **representing U.S. manufacturers of aviation and military electronic and allied equipment.** May 30 via New York for four weeks. c/o Aeromaritime, Inc., 2008 Hillyer Place, N.W., Washington, D.C. 20009. Itinerary: New York, Washington, Buffalo, Dayton, Chicago, St. Louis, Phoenix, Los Angeles, San Francisco. WTD 3/68.

NEW ZEALAND—John R. Courtenay, Dir., Scott-Young & Masters Ltd., 301 Commercial Union Bldg., Chancery St., or P.O. Box 1855, Auckland 1, interested in **agencies for chemicals and plastics as raw materials for industry, particularly powdered products for plastic rotational mouldings and coatings and manufacture under license of aerosol products.** May 31 via Los Angeles for 4-5 weeks. c/o New Zealand Trade Commissioner, N. Z. Consulate General, Suite 1230, 510 W. 6th St., Los Angeles, Calif. 90014. Itinerary: Los Angeles, Kingsport, Tenn., New York, others as necessary. WTD 2/68.

Late Leads—Information received too late to be of value to bidders is published because many readers will find it of value in follow-up campaigns to sell complementary products and subsidiary services. Sometimes a cable to an agent on the scene will result in tie-in sales.

SAUDI ARABIA—Hathal Abdul-'Al al-Otaibi, representing his own firm, P.O. Box 155, al-Khobar, interested in **contacting U.S. firms engaged in production or export of oilfield equipment and supplies to discuss sales agency arrangements.** May 30 via New York for one month. c/o Mr. Stanley, Constellation Navigation, Inc., 85 Broad St., N.Y. 10004. Itinerary: New York, cities in New Jersey, Chicago, Houston, Cincinnati, others as required. WTD 4/66 under revision.

SOUTH AFRICA—Max Gluckman, G. M. Agencies (Pty.) Ltd., 603 Vista Assurance House, Foreshore, Cape Town, interested in **goods associated with ladies dresses, coats, suits and related women's wear.** May 9 via New York for three months. c/o 12 Bradley Drive, New City, Rockland County, N.Y. 10956. Itinerary: New York, others to be determined after arrival. WTD 4/68.

SWEDEN—Harald Emtell, Emtells Overseas Trading Ltd. AB, Scheelegatan 10, Stockholm K, interested in discussing **representation of road construction and maintenance machinery, rollers, rammers, concrete vibrators, allied equipment for Sweden, Norway, Denmark, Finland.** May 30 via New York for 20 days. c/o Swedish Trade Commission at 161 E. 42 St., New York, N.Y. 10017 or at World Trade Center, San Francisco, Calif. 94111. Itinerary: 5/30-6/2 Houston, 6/2-10 San Francisco, 6/11-13 Nashville, 6/13-20 New York. WTD in preparation.

Lars Ragnartz and Arne Sjoberg, AB Bonnierforetagen, Torsgatan 21, 113 21 Stockholm Va, interested in **new processes and ideas in plastics, including conversion processes, machinery, packaging, furniture, construction especially prefabricated cottages, in acquiring licensing agreements in these areas, in use of structural foam.** May 19 via New York for 3-4 weeks. c/o R. S. Ratner, Bonnier Industries Ltd., 60 E. 42 St., New York, N.Y. 10017. Itinerary: New York, Boston, Washington, possibly Houston, Los Angeles. WTD 6/67.

Honduras wants applicants for road building project

The Director General of Highways invites applications for prequalification from contractors who may wish to submit bids for the proposed construction on the Western Highway that extends from the Honduras-El Salvador border to Chamelecon, a distance of 247 kilometers (154 miles).

The prequalification deadline is June 15. The project calls for the following work: 1) Sub-base, crushed aggregate base and bituminous surfacing for the several sections of the projects that total 247 kilometers in length; 2) Grading and drainage for 37 kilometers of new construction.

The application for prequalification must include a complete statement of the contractor's financial ability, experience in performing public works, and a complete list of the equipment the contractor plans to use in the work. Financial statements that have been certified more than 90 days prior to the date submitted must be accompanied by a certification, executed by a company officer, attesting as to the relative status.

Prequalification forms are available from the Building Materials and Construction Industries Division, BDSA-564, U.S. Department of Commerce, Room 4014, Washington, D.C. 20230. Telephone: 202-967-3602.

Libya to buy mobile theaters

The Government of Libya seeks bids on the supply of two mobile theaters, each with an audience capacity of 500-700. Tender No. 1093.

The theaters must be suitable for lectures, plays, and other activities.

Bid deadline is June 17.

Instruction sheets for placing bids are available from the Building Materials and Construction Industries Division, BDSA-564, Room 4014, U.S. Department of Commerce, Washington, D.C. 20230. Telephone 202-967-3602.

Conditions, specifications, and drawings are obtainable from the Culture and Arts Department, Ministry of Culture and Information, Tripoli, Libya.

Pakistan announces major highway program

The project to be financed by local capital and World Bank

A $52.8 million highway program has recently been announced by the Director General of Highways, Government of West Pakistan.

The planned project, to be financed by local capital and the World Bank, will include an 83-mile road from Lahore to Lyallpur, an 87-mile link from Sheikhupura to Sargodha, and a 2,300-foot bridge over the Chenab River.

In addition to offering opportunities for U.S. construction firms, the Pakistani road program should also present sales prospects for road graders, asphalt distributors and other highway maintenance equipment to be purchased by the Highway Department.

According to the Director General, loan agreements for the projects are expected to be completed by the middle of June 1968, firms will be prequalified during May, contracts are to be negotiated and signed by October, and work in some areas will begin before the end of the calendar year.

U.S. construction and consulting engineering firms who wish to be considered for these highway programs, or firms wishing to supply road maintenance equipment should communicate immediately with the Director General of Highways, Mr. Saeed Ahmad, Government of West Pakistan, 5 Danepur Road, Lahore, West Pakistan.

Interested firms may also wish to contact Howard, Needles, Tammen and Bergendoff International, Inc. (the general highway consultants to the Government of West Pakistan), 99 Church Street, New York, N.Y. 10007.

Five member countries granted loans by IDB

The Inter-American Development Bank has announced the approval of six loans totaling $39,480,000 to help finance development projects in Bolivia. Colombia, Paraguay, Peru and Trinidad and Tobago.

The loans, which were approved on April 21, include: $9,500,000 to the Republic of Bolivia to help finance the first stage of a project to modernize the nation's telecommunications system; $12,700,000 to the Republic of Colombia to help finance construction of approximately 180 miles of highway along the Atlantic coast which will improve internal communications and Colombia's highway connections with Venezuela; $1,500,000 to a private enterprise in Paraguay, the Compania Algodonera Paraguaya, S.A., to help finance a project to expand the company's capacity to produce industrial, edible oils and fats; $2,500,000 to the Banco Industrial del Peru, the nation's principal industrial credit program for private enterprises; $12 580,000 to Peru's Banco de la Vivienda, a national housing bank, to help finance a program to build 4 650 houses with their urban services in six of the nation's cities: $700,000 to Trinidad and Tobago to help finance a program of preinvestment studies needed to formulate specific development projects.

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Calendar *for international traders*

ATLANTA—June 13—In-Office Export Conference, Commerce Field Office. Sponsors: Commerce Field Office, REEC.

BIRMINGHAM—May 29-30—Alabama Int'l Business Forum, Engineering Bldg., Univ. of Ala. center; May 29, luncheon & dinner, Parliament House Motor Hotel. Sponsors: Commerce Field Office, REEC, Univ. of Ala.

BOSTON — May 27-28 — Businessmen's Consultation, **Gustav E. Larson, Commercial Attache, Ottawa.** Sponsor: Commerce Field Office.

CHICAGO—May 28—In-Office meeting, Commerce Field Office.

CHICAGO—June 11—Automotive Exporters' Club of Chicago, Builders Bldg.

CLEVELAND—June 4—Export Workshop, "Export Sales & Distribution", Conference Room, Greater Cleveland Growth Assn., 10 a.m.-12 noon. Sponsors: Commerce Field Office, REEC, Cleveland World Trade Assn., Small Business Admin.

DETROIT—May 28—Export Marketing Workshop, Commerce Field Office, 9:30 a.m. Sponsors: Commerce Field Office, REEC.

DETROIT—June 11—Export Marketing Workshop, Commerce Field Office, 9:30 a.m. Sponsors: Commerce Field Office, REEC.

HACKENSACK, N.J.—June 7—Profits in Exports meeting, Peoples Trust Co. of Bergen County. Sponsors: Peoples Trust Co., Commerce New York Field Office, REEC.

LOS ANGELES—May 31—Export Expansion Seminar, Commerce Field Office, 9:30 a.m. Sponsor: Commerce Field Office.

MIAMI—May 28—Export Workshop on Containerization, Commerce Field Office, 10 a.m. Sponsors: Commerce Field Office, So. Fla. REEC.

NEW YORK—June 4—FCIB Roundtable Conference on Foreign Finance, Credit, Collection & Exchange Problems, Advertising Club, 1:30 p.m.

TOLEDO—May 22—Annual World Trade Meeting, all-day conference, Commodore Perry Hotel.

TOLEDO—June 12—Tour of port facilities, 10 a.m., luncheon aboard ship. Sponsor: Chamber of Commerce.

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MILWAUKEE, WIS., 53203, Straus Bldg., 238 W. Wisconsin Ave. Area Code 414 Tel. 272-8600.

MINNEAPOLIS, MINN., 55401, 306 Federal Bldg., 110 S. Fourth St. Area Code 612 Tel. 334-2131.

NEW ORLEANS, LA., 70130, 909 Federal Office Bldg., S., 610 South St. Area Code 504 Tel. 527-6546.

NEW YORK, N.Y., 10001, 61st Floor, Empire State Bldg., 350 Fifth Ave. Area Code 212 Tel. 563-3377.

PHILADELPHIA, PA., 19107, Jefferson Bldg., 1015 Chestnut St. Area Code 215 Tel. 597-2850.

PHOENIX, ARIZ., 85025, 5413 New Federal Bldg., 230 N. First Ave. Area Code 602 Tel. 261-3285.

PITTSBURGH, PA., 15222, 2201 Federal Bldg., 1000 Liberty Ave. Area Code 412 Tel. 644-2850.

PORTLAND, OREG., 97204, 217 Old U.S. Courthouse, 520 S.W. Morrison St. Area Code 503 Tel. 226-3361.

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